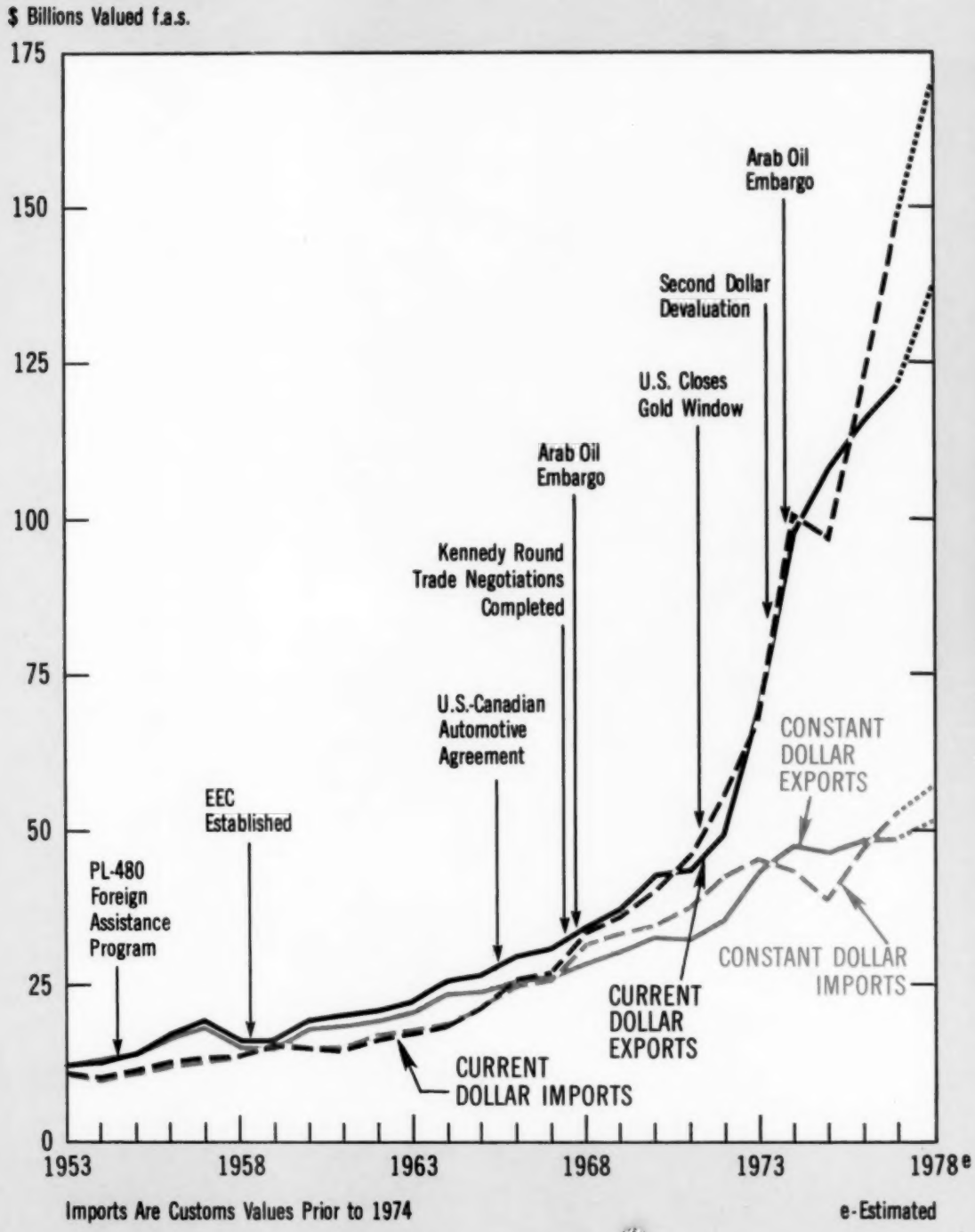
COMMERCE AMERICA

U.S. Department of Commerce / August 14, 1978

Twenty-Five Years of U.S. International Trade



COMMERCE AMERICA

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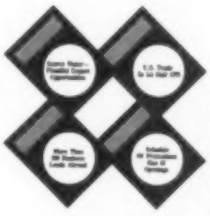

COVER: Specific, practical, "action" information for the U.S. business executive wins cover attention in this issue. In actuality, such assistance is contained in every issue of this service-oriented publication.

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A FLOOD OF OPPORTUNITIES

Where Water Is Scarce

Over the next five years, countries in the Near East and North Africa will spend billions of dollars to develop their water resources, creating massive opportunities for the sale of U.S. technology, equipment, and technical assistance.

These countries already provide some of the fastest growing export opportunities for American firms. U.S. sales to the area have risen from $3.5 billion in 1973 to $12 billion in 1977 and a projected $14.1 billion for 1978. With water resources development receiving top priority in everything from agriculture and public health to industry, and considering the excellence of American "state of the art" water resources technology, U.S. exports will continue to show marked growth. Even for smaller, new-to-market companies, export opportunities are on the rise.

Why are these countries committed to investing large amounts of capital on water resources technology and programs? How can American companies identify, in advance, water resources development programs and projects which might interest them? More importantly, how can these firms successfully compete for export contracts? Two articles on the following pages address these questions.

While many of the oil-rich countries in the Near East and North Africa are settling into a consolidation stage in their development, new programs in one sector—water resources development—are continuing to expand. Their interest in water development undertakings is a result of the area's traditional imbalance between water supply and demand according to Gwendolyn A. Brown, an international trade specialist with the Commerce Action Group for the Near East.

The supply of fresh water in this region is particularly limited by climatic conditions and geophysical factors. From the limited, available supply of water, most is found in deep underground reservoirs, some in surface water, and the remainder in the form of precipitation. Most of the oil-rich countries have the capital required to develop large scale programs to efficiently tap these limited water reserves; however, they lack the technology and industrial base to manufacture the necessary supplies. Modern well drilling equipment and pumping stations, for example, have been imported by Saudi Arabia in order to develop its groundwater reserves. Also, hydraulically efficient irrigation technology has enabled Israel to increase its agricultural productivity. But to efficiently utilize available fresh water supplies is not enough to satisfy this region's traditional water scarcity problem. Non-conventional technologies must also be imported to enable countries to augment their water supplies.

Among the non-conventional technologies developed, desalination is the most common process used by countries in the region. Kuwait, for instance, is satisfying almost all of its water needs by multi-stage flash (MSF) desalination. Other processes, such as multi-effect distillation (MED), electrodialysis and reverse osmosis, are also being used as technologies for augmenting water supplies.

Despite the area's limited water supply, demand is continuing to increase as a result of rapid modernization and industrialization. Several countries have targeted industrial diversification, agricultural self-sufficiency and improved standards of living as primary goals. However, actually to achieve each of these objectives would require them to almost double their available water supply. Israel, for example, is currently using over 95 percent of its available known water reserves. Yet, in order to keep pace with its projected growth, an additional 400 million cubic meters would have to become available by 1990.

Export opportunities for U.S. business will be associated with the major projects contained in the development programs proposed by these countries. A review of wide ranging water resources projects and programs follows, which clearly shows the diversified potential for U.S. exports of water related equipment and technology.

Development plans and priorities

Iraq has embarked on an unprecedented development program aimed at restoring its agricultural riches in the rich alluvial plains of the Fertile Crescent. The Iraq Government, under its 1976-80 National Development plan, has earmarked $10.5 billion for agricultural development. Over half of this amount, however, will be spent on the construction of irrigation networks.

Because much of **Iran** is arid or semi-arid, development and conservation of water resources is of considerable importance. The Fifth Plan allocated $2.35 billion in capital expenditures for water resources development, including irrigation networks, urban water supply, hydroelectric power generation and flood control. The largest portion of capital expenditures, slightly over $1 billion, was earmarked for construction of irrigation and delivery systems. Although the Fifth Plan gave priority for construction of new sewage treatment facilities in Tehran, at industrial centers, and in other cities having high water tables, the city of Tehran has no such system.

From all indications, the Sixth Plan will continue to focus on water resources development. For the current Iranian year (1977-78), the government has earmarked over $1 billion, a 31 percent increase over the previous year, for the construction of a storage dam, drilling of wells for exploitation of groundwater, diversion of water resources to areas without adequate supply, for the construction of new sewage facilities and desalination plants along the Persian Gulf.

For many years, an **Israel** national governmental effort has focused on harnessing its limited water resources for productive use. To keep pace with Israel's projected growth, an additional 400 million cubic meters of water per year will have to be available by 1990. This is equivalent to 33 percent of the water now being consumed in agriculture, the largest user of fresh water.

The Israeli Ten-Year Water Development Program is designed to solve part of the water shortage problem by reclaiming or recycling sewage water. This massive reclamation program will cost an estimated $566 million and will provide 300 million cubic meters of water, equivalent to about 15 percent of the country's total water needs. Most of the budget will be spent on constructing several sewage treatment plants: one at Risbon-le-Zion for the Dan region, Tel Aviv and its surrounding area; another in Jerusalem, Haifa, and other parts of Israel.

The overall water project planning and designing was awarded to Tahal Consulting Engineers. However, U.S. manufacturers of water treatment and sewage plants, and suppliers of equipment should find the Israeli program of special interest.

Great strides have been made by **Jordan** during the past 15 years to improve and institutionalize a water distribution and management program. At present only three sizable cities—Amman, Salt, and Aqaba—have sewage collecting and treatment facilities; however, the unprecedented growth rates in the cities have made these services inadequate. In rural areas and refugee camps, for example, cesspools are commonly used for domestic sewage discharge.

The Jordan Government's Five-Year Plan (1976-80) includes a program to improve, expand, and upgrade the water distribution system and waste water treatment facilities to service urban and rural areas alike. As part of the financing arrangements for its program, the government is receiving funds from the International Development Association for a project which will provide piped water supplies to approximately 92,000 users and piped sewage system to twice as many people. Two other major undertakings, construction of sewage extension systems in the Tadj-Mahatta area and upgrading of existing treatment plants, will be funded by the United States Agency for International Development (AID).

Oman has a water resources development program that combines both the modern and traditional systems. To meet Oman's immediate demand for water and electricity, the government invested in a desalination plant located at Al-Ghubra on the outskirts of the capital city. At the same time, the current Five-Year Plan (1976-80) sets out to exploit a more traditional source of water—a 2,000-year old underground irrigation system known as the 'falaj.'

Modernizing industry and living standards will mean a doubling of the present water supply.

Nearly half of the $80 million earmarked in Oman's Five-Year Plan for agriculture, is to be spent on the development of irrigation and water resources. The plan envisages capital investment and expenditures both to improve the existing system and to introduce modern drilling and pumping techniques.

Abu Dhabi, part of the United Arab Emirates, is investing large sums of capital in an extensive water augmentation and improvement program which includes desalination, recycling waste water and upgrading its municipal water and sewage distribution system. The government has allocated $325 million for the construction of two desalination plants. Other projects include: construction of a sewage and effluent booster pumping station and all associated civil engineering works; and construction of water distribution schemes for the Mussaffah industrial area and the Bani Yas residential municipality.

Water is the single most precious resource of **Saudi Arabia.** It has always governed the living

patterns of the people of the kingdom, and with the advent of increased oil prices, has shown that it must be taken into account in planning all development projects. The Saudi Government, in preparing the first Five-Year Development Plan (1970-75), grasped the idea of seawater desalination as its major vehicle to overcoming the water shortage. It established the Saline Water Conversion Corporation (SWCC) to execute desalination projects. Desalination programs have proliferated, and the second Five-Year Plan (1975-80) has earmarked $15 billion for plant construction. Spinoff projects related to desalination plant construction are estimated at $30-40 billion.

In addition to desalination, the Development Plan outlines the major projects which the Ministry of Agriculture and Water intends to implement in the short and medium-term future which includes: a comprehensive program of exploration, well drilling, construction of reservoirs, pipeline networks and drinking water units for more than 500 villages. The Ministry is also focusing special attention on the development of the subterranean wadis, construction of a water well collection system at Al Batin, damming the wadis in the Hidda-Mecca-Taif region, and adding to irrigated farm lands through pivotal irrigation systems and other technologies.

Water—not oil—is considered to be Saudi Arabia's single most precious natural resource.

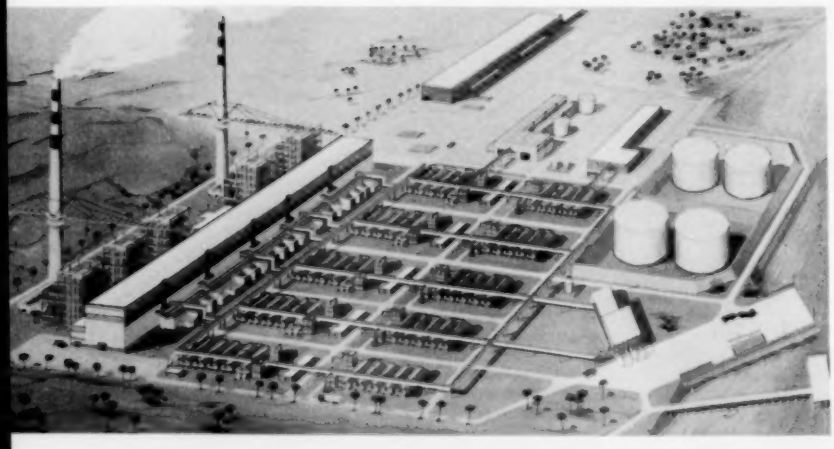
Egypt is one of the few countries in this region where agriculture is the principal economic activity. The government's 1978-82 Five-Year Plan emphasizes public investment in the renovation and development of infrastructure and water and sewage treatment. A number of water and sewage projects funded by AID are underway in Cairo, Alexandria, and the Suez Canal area. During the three fiscal years 1977-79, a total of $55 million has been earmarked for a sewage project in Alexandria, and $83 million is to be spent for water and sewage projects in Cairo, Suez, Port Said, and Ismailia water treatment facilities and collection systems projects are to receive $60 million in AID funds.

One of the principal objectives in the long-term development plan of **Algeria** is the renovation of its water and sewage distribution system. The World Bank has financed an $82 million project to this end.

In **Morocco**, the progressive development plan during 1973-77 created a framework for further development in agricultural and irrigation sectors. The government's 1978-82 plan continues to focus on improving agricultural productivity and associated water delivery systems. One major undertaking, the World Bank funded Fes-Kari-Tissa Agricultural Project, contains infrastructure components which includes improving village water distribution systems.

In **Tunisia**, the current Development Plan (1977-81) aims at reaching agricultural self-sufficiency by 1981. Planned investment in agriculture will exceed $1 billion, of which almost half is earmarked for construction of irrigation and drainage works, water renewal stations, and potable water projects.

LARGEST DESALINATION PLANT—This plant at Jidda, Saudi Arabia, will turn out 60 million gallons per day of desalted water from the sea. A consortium headed by Sogex Int'l, Ltd., won the $710 million contract.



Knowing the market

As the oil-rich countries of the Near East and North Africa undertake these rapid, large-scale water development projects, vast commercial opportunities are unfolding. In pursuing them, American companies face intense competition from foreign competitors; however, U.S. products and services are held in high regard throughout the region.

Besides foreign competition, U.S. firms may encounter difficulties in interpreting unfamiliar local regulations and contract negotiation procedures. A knowledge of these regulations can often mean the difference between completing a transaction successfully or not. Regulations such as whether local representation is required to enable a U.S. firm to bid on a project or whether a bid and performance bonds are required for major contracts are points to be considered by exporting companies. Some other conditions companies are often confronted with include: tightly defined *force majeure* clauses, varying acceptance of international arbitration, local and foreign labor laws requiring ratios of foreign to domestic labor, advance payments of varying percentages of the contract's total value, and contract clauses which require the use of locally manufactured goods. (Additional details on the difficulties encountered and how they might be handled will be presented in an article in a forthcoming issue.)

Guidance to U.S. firms planning to enter the potentially lucrative Near East/North Africa markets, and specific information on contract procedures is available from Commerce's Action Group for the Near East (CAGNE). CAGNE's international trade specialists assist companies in identifying government tenders and pursuing significant business opportunities. In January 1978, CAGNE plans to send a Water Resources Trade Mission to Jordan, the United Arab Emirates, and Oman to follow up on many of these opportunities. For additional information on other water related development projects, please contact CAGNE's Business Facilitation Unit at 202-377-4441.

Workshop In Washington

A workshop on exporting to the Middle East for small, new-to-market U.S. companies will be held at the Commerce Department in Washington Sept. 27 under the sponsorship of the Department's Industry & Trade Administration.

Admission is free but by advance registration only, with a closing date of Aug. 30. Attendance will be limited, to allow for discussion of specific questions from attending companies. Write to: Commerce Action Group for the Near East, Middle East Workshop, Room 3203, U.S. Commerce Dept., Washington, D.C. 20230.

Trade Mission Confirms U.S. Prospects

Saudi Arabia has confirmed to a visiting American group that it is planning to spend billions of dollars to develop its water resources. The country described itself as the world's largest without a river, and one in which water can cost more than gasoline.

A nine-company U.S. trade mission just back from several Saudi cities, as well as Sana in the neighboring Yemen Arab Republic, was informed that increasing quantities of water in a variety of treated and untreated forms will be needed to support the ambitious agricultural, industrial, and municipal development programs planned by both countries.

The broad scale of these plans is reflected in the sales report turned in by the companies participating in the mission. They were suppliers of complete water treatment plants, rigs for water well drilling, diesel engine replacement parts, reverse osmosis desalination units, flexible membrane linings, and design and consulting services. First-year sales estimates range from $26 to $35 million, according to Commerce's Albert J. Planagan, who headed the mission. Almost all of the companies were new to both markets. The extensive contacts with the local business communities enabled the mission to ferret out an unusually large number of sales and agency leads during the two-week stay. Planagan explained that having an effective local agent is the key to successfully establishing a business presence in both countries, a fact ranking Saudi Arabian and Yemeni officials emphasized to the mission members.

Saudi Arabia: potential 'unlimited'

Saudi Arabia is devoting a significant portion of its Five-Year Development Program (1975-80) to its water resources. Briefings with key Saudi cabinet officials brought this point home. The Ministry of Agriculture and Water reviewed its plans to drill a number of major wells near Riyadh, expand the water system in Jidda, and begin new distribution facilities in Taif, Al-Kharj, and Jubail.

Agricultural production is being encouraged. The mission visited the kingdom's first operational center pivot system, well and pumps sites, and a large dairy. The government, seeking to expand the percentage of land under cultivation, is also concerned over the loss of more established agricultural areas such as the Qatif area north of Damman. To conserve what little water there is, great interest was shown in the recycling of water for use in irrigation.

Meetings at the Ministry of Municipalities and Rural Affairs centered on the improvement of water distribution systems, installation of rainwater drainage networks, and an ambitious sewer construction program. Sewerage treatment and disposal is also being given high priority.

The Deputy Governor of the Saline Water Conversion Corporation briefed the mission on his organization's plans to expand the present capacity of desalination plants in Jidda, Jubail, and other cities as part of a $15 billion program. He also reviewed the government's current plans to pump via pipeline desalinated water from the east coast to Riyadh and the west coast to Taif.

The American engineering construction firm Bechtel and the Royal Commission for Jubail and Yenbo briefed the mission members on business opportunities associated with construction of two multi-billion-dollar industrial complexes on the east and west coasts. The Jubail complex, with a number of petrochemical installations, an aluminum smelter, and a steel smelter, will eventually house 125,000 people on the east coast. It will be connected via a double pipeline (natural gas and petroleum) to Yenbo on the west coast. Chemical fertilizers will be produced at the latter complex.

Officials said that having an effective local agent is the key to a successful business presence in these countries.

First U.S. trade mission to Yemen

This first U.S. trade mission to visit Yemen was welcomed by the Deputy Prime Minister, who urged closer ties between U.S. industry and what he characterized as the extremely strong private sector in his country. Extensive briefings from the Ministers of Public Works and Municipalities, Agriculture, and Economy, the Director of the National Water and Sewerage Authority, the Chairman of the Agricultural Credit Bank, and a number of Deputy Ministers throughout the government included a review of Yemen's first five-year development program which began last year. It calls for $3.5 billion in expenditures, with much of the financing coming from remittances from Yemeni workers abroad and loans and grants from other Arab states. These financial inflows are stimulating modernization of basic economic infrastructure, and will increase demand for a wide range of associated imports.

The country is completely dependent on rainwater

WATER WELLS UNDER DISCUSSION—Mission member Frank Pool of Morrow Manufacturing reviews Saudi Arabia's requirements for deep water well drilling rigs at a session in Dammam, Saudi Arabia.

and groundwater for its water supply. While some piped water is available in urban areas, municipal systems do not exist. No municipal sewerage systems are in operation, although the International Development Association has implemented sewerage projects in Sana and Hodeida. The water development program in the rural areas is being assisted by the World Health Organization and several bilateral donors.

Yemen is capable of a faster pace in agricultural development than has occurred in the past.

The National Water and Sewerage Authority has a budget of about $200 million which will go for future water and sewerage projects. Other projects under consideration by government agencies include dams costing upwards of $150 million to conserve groundwater for irrigation. Possibilities exist for firms specializing in water systems for smaller rural areas. In all of Yemen, only 10 cities have more than 2,000 inhabitants.

In agriculture, a $40 million project has just been announced to improve production of vegetables and other cash crops at Wadi Rima. The climate of much of the country, a mountainous land with relatively high precipitation, lends itself to a faster pace of agricultural development than has occurred historically. As the Wadi Rima project and others get under way, demand for pumps, irrigation systems, and water purification systems should rise sharply.

U.S. firms and their representatives participating in this mission included: George Max Gaskins, Richard-Louis Grosse & Company, Thomasville, Ga.; Diuguid Parrish, Hydranautics Water Systems, Goleta, Calif.; William Seifert, Development Analysis Associates, Cambridge, Mass.; Cemal Baris, Korody-Colyer Corp., Wilmington, Calif.; Robert Goodpasture, Lockwood Greene Engineers, Spartanburg, S.C.; Frank Pool, Jr., Morrow Manufacturing Co., Odessa, Tex.; Charles McArdle, Envirogenics Systems Co., El Monte, Calif.; Michael Zieganhagen, STA-RITE Industries, Inc., Delavan, Wis.; and John Duffy, Watersaver Co., Inc., Denver, Colo.

The government agencies listed below are primary points of contact for American companies interested in pursuing water resources related projects in the Near East and North Africa.

Also, advance information on upcoming water resources related projects, as well as numerous other major projects throughout the Middle East, is contained in Commerce's "Current Near East Projects" report, published monthly, available free to U.S. firms that specifically request each month's issue. No mailing list is maintained. Firms should request each month's issue by writing to CAGNE, "Current Near East Projects", U.S. Department of Commerce, Washington, D.C. 20230, or by telephoning 202-377-4441. Copies of the report are also sent to all Commerce District Offices.

Algeria

Ministere de l'Hydraulique, de la Mise
en Valeur des Terres et de l'Environnement
Ex Grand Seminaire
Kouba, Algiers, Algeria

Egypt

Ministry of Agriculture
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Dokki, Giza, Cairo, Egypt

Ministry of Irrigation and
Land Reclamation
Dokki, Giza, Cairo, Egypt

Iran

Ministry of Agriculture and
Natural Resources
Elizabeth Boulevard, Tehran, Iran

Ministry of Energy
Varzesh Avenue, corner of
Kahzan Street, Tehran, Iran

Iraq

State Organization for Soil
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Saadoun Street, Baghdad, Iraq

Groundwater Exploration Administration
P.O. Box 3231, Baghdad, Iraq

Directorate General
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Karantina, Baghdad, Iraq

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Ministry of Agriculture
Israel Water Commission
Hakirya, Tel Aviv, Israel

Jordan

Ministry of Public Works
Amman, Jordan

Jordan Valley Commission
Amman, Jordan

Morocco

Office National de l'Eau Potable (ONEP)
6, bis, rue Patrice Lumumba
Rabat, Morocco

Ministere de l'Agriculture
et de la Réforme Agraire
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Rabat, Morocco

Oman

Ministry of Public Works
P.O. Box 215, Muscat, Oman

Directorate of Water
P.O. Box 200, Muscat, Oman

Saudi Arabia

Ministry of Agriculture and Water
Riyadh, Saudi Arabia

Saline Water Conversion Corporation
Jidda, Saudi Arabia

United Arab Emirates

Ministry of Water and Electricity
Road to the Port
P.O. Box 219
Abu Dhabi, United Arab Emirates

First Half Deficit Larger Despite Faster Export Rise, Oil Import Drop

A larger U.S. trade deficit was recorded in January-June than in the two preceding half years, as imports continued to expand faster than exports. The disparity between the growth rates was much smaller than last year, however, as exports climbed somewhat faster than in 1977 while imports decelerated.

In the first six months, exports were running at a seasonally adjusted annual rate of $132.7 billion, 10 percent above the value actually recorded in 1977. F.a.s imports climbed to a rate of $165.5 billion ($176.1 billion c.i.f.), 12 percent above last year's level. The growth rate of exports in 1977 was only 5 percent, while imports expanded at a 22 percent rate. The f.a.s. merchandise trade deficit in the first half of 1978 rose to an annual rate of $32.7 billion ($43.4 billion c.i.f.), compared to 1977's $26.5 billion.

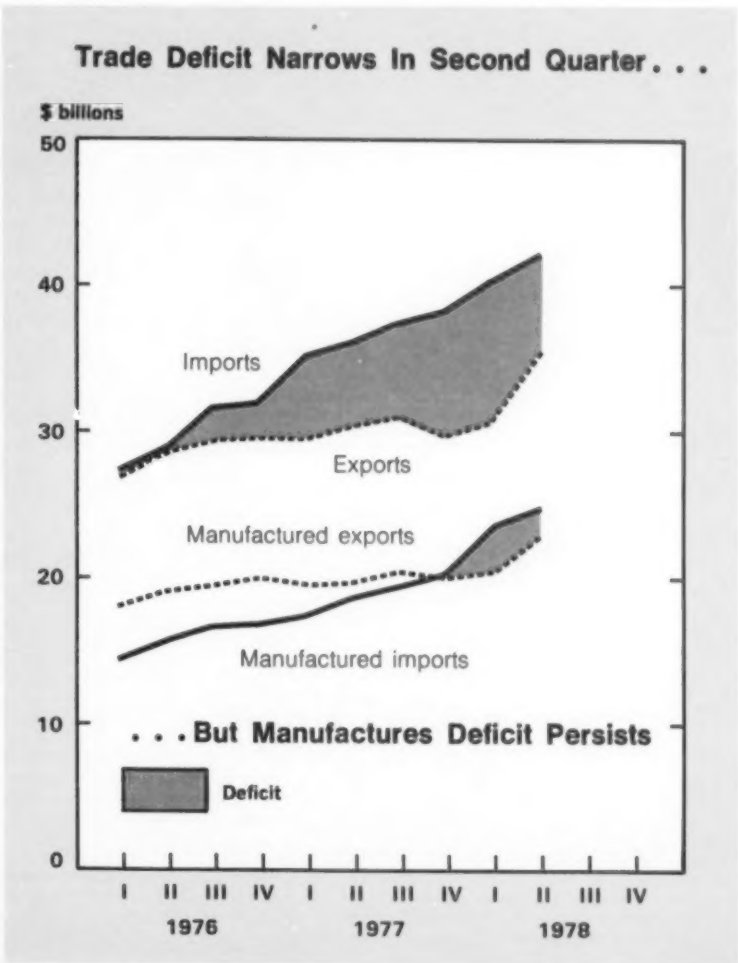
Although export growth has continued to lag behind that of imports so far in 1978, there has been a definite pickup in export momentum since the beginning of the year. In the second quarter exports increased by 15 percent over January-March. To a considerable extent, the recent advance reflected a rebound following the effects of certain temporary negative factors affecting shipments earlier in the year. Coal exports expanded dramatically beginning in April after settlement of the strike which had severely depressed shipments in January-March. In addition, movement of agricultural exports was hampered in the first three months by transportation problems, but soared thereafter.

A major source of strength in exports so far in 1978 has been the substantial acceleration in sales to the developing countries (LDCs). Improved economic conditions in some of non-oil exporting countries in this group, notably Mexico and Brazil, led to increased demand for U.S. products and were a major factor in this pickup. Sales to OPEC and other oil exporting LDCs also showed a faster rate of increase this year. On the other hand the below-average economic performance of the developed countries over the past year and a half constituted a major dampening force on U.S. exports. Shipments to Canada, Japan, and Western Europe expanded by only 4-5 percent, roughly the same rate as the increase in export prices. Thus, in real terms no growth at all was registered in deliveries to these key markets as a group.

U.S. imports continued on their long upward trajectory in the first half. The increase recorded in the April-June period, while somewhat smaller than the rise in the first three months, represented the twelfth consecutive quarterly expansion in the value of foreign purchases. The relatively steady growth of the U.S. economy has been the major factor in the sustained import advance. So far this year, imports remained relatively buoyant despite a drop in the value of petroleum purchases, the largest single import product. One development which boosted the value was a surge in steel imports which were stepped up prior to the implementation of the trigger price system. In addition, the import value was raised substantially by a sizable increase in import prices which in part reflected the large appreciation of some foreign currencies against the dollar. Nevertheless, the rise in import volume was significant; the quantity of receipts from abroad expanded by about one-tenth compared to the January-June 1977 level.

Exports pick up momentum

Exports of manufactured goods advanced 10 percent to total $43.4 billion in January-June, following a much smaller increase last year. Many types of machinery exports rose strongly. Exports of com-



puters continued brisk as demand grew abroad for higher-capacity computers and peripheral equipment, including storage devices and terminals. Shipments of computer parts for assembly overseas also expanded rapidly. Following a sharp falloff last year, growth in sales of mining and drilling equipment resumed in the first half, with deliveries to the OPEC countries, Mexico, and the United Kingdom especially buoyant. Exports of agricultural machinery and tractors, which also declined last year, expanded by 6 percent. These increases were somewhat offset, however, by large reductions in exports of excavating and paving equipment and power generating machinery. The downward trend of both these groups, which began in 1977, was caused in part by increased manufacturing abroad by both U.S. subsidiaries and foreign companies.

Computers and computer parts, along with peripheral items, continued to meet brisk demand abroad.

Exports of transport equipment totaled $10.5 billion, a 12 percent increase over first half 1977 levels. Large increases were recorded in deliveries to Canada of both trucks and parts for assembly into vehicles for the U.S. market. Shipments of passenger cars to Canada declined by 5 percent, however, reflecting a drop in Canadian sales of North-American type cars. Also expanding in the first half were automotive exports to other countries, especially parts for assembly in Mexico and Venezuela. Civilian aircraft deliveries to foreign countries slowed, but shipments of engines and parts grew sharply.

Largely because of higher prices, chemical exports rose moderately this year. Overcapacity abroad and higher U.S. prices continued to constrain foreign demand for U.S. steel. Steel shipments declined 13 percent, extending the downward trend of these exports over the past 3½ years. Exports of nonmonetary gold in the form of ore, scrap, and bullion, which have been included in the Census merchandise trade statistics this year, were $200 million larger than in the comparable six months last year.

Coal exports were small in the first three months of this year because of the shortage of supplies resulting from the coal strike. Although shipments resumed in the second quarter, coal exports remained more than $500 million below last year's January-June total, despite higher unit values. Another factor in the drop was the continuing switch to cheaper supplies by foreign users, particularly in Japan.

Following a slowdown in July-December, agricultural exports soared to $14.5 billion in the first half, 26 percent above the preceding six months and 14 percent higher than in the same period of 1977. Wheat sales rose 60 percent, with average prices unchanged from January-June 1977. The increase mostly reflected greater shipments to Brazil, and, to a lesser extent, Pakistan and some European countries. The value of corn deliveries also increased substantially despite somewhat lower unit values. Larger loadings to the Far East boosted the value of rice deliveries. Soybean exports posted only a modest rise in value. The quantity of these shipments rose strongly in response to growing demand for animal feed abroad and a reduction in competing soybean supplies because of a sharp drop in Brazilian production. The value was held down, however, by a sizable decline in the average price compared to the first half of last year.

Petroleum down, other imports advance

Petroleum imports were valued at $19.3 billion in January-June (not including $1.3 billion imported into the Virgin Islands mainly for U.S. consumption), 11 percent lower than in the same priod last year. The drop resulted from a 12 percent decrease in volume to 8.0 million barrels per day, while prices averaged only slightly higher. The reduction largely reflected a turnaround in the U.S. petroleum inventory situation—there was a sharp drawdown this year in contrast to a substantial buildup in 1977—which lowered import requirements by nearly 1.2 million barrels per day. U.S. petroleum production was

Machinery, Farm Products Lead Export Advance

	January—June 1977	January—June 1978	Change from Jan.-June 1977
	Millions of dollars		
Nonagricultural exports	48,633	53,344	+4,711
Machinery	16,552	18,078	+1,526
Construction, excavating and drilling equipment	2,766	3,106	+ 340
Business machines and computers	1,913	2,370	+ 457
Broadcasting and communications equipment	1,620	1,748	+ 128
Passenger cars	2,001	1,891	− 110
Trucks, buses and special vehicles	981	1,355	+ 374
Automotive parts, including engines	3,349	3,997	+ 648
Civilian aircraft	1,333	1,145	− 188
Aircraft engines and parts	1,481	1,719	+ 238
Chemicals	5,413	5,798	+ 385
Logs, lumber, pulp, and paper	2,367	2,390	+ 23
Coal	1,328	779	− 549
Iron and steel	1,114	968	− 146
Agricultural exports	12,828	14,672	+1,844
Corn and other feedgrains	2,656	3,024	+ 368
Soybeans	2,600	2,653	+ 53
Wheat	1,357	2,176	+ 819
Cotton	1,002	996	− 6

Except For Petroleum, Most Imports Buoyant

	January—June 1977	January—June 1978	Change
	Millions of dollars		
Industrial supplies	39,977	40,110	+2,133
Petroleum and products	21,749	19,256	−2,493
Natural gas	947	1,085	+ 138
Newsprint	901	1,051	+ 150
Lumber	974	1,304	+ 330
Chemicals	1,580	1,921	+ 341
Steel	2,602	3,639	+1,037
Nonferrous metals	1,940	2,718	+ 778
Capital goods	7,507	10,923	+3,416
Machinery	6,030	8,528	+2,498
Trucks	1,230	1,873	+ 643
Aircraft and parts	246	523	+ 277
Consumer goods	18,278	23,430	+5,152
Automobiles	5,270	7,019	+1,749
Automobile parts	2,698	3,352	+ 654
Textile products	1,804	2,473	+ 669
Consumer electronics	1,949	2,005	+ 56
Food and beverages	7,466	7,716	+ 250
Coffee	2,469	2,066	− 403
Sugar	450	272	− 178
Meat	668	888	+ 220
Alcoholic beverages	590	805	+ 215

Capital goods were among the most expansive U.S. imports, rising by nearly 50 percent.

higher this year due to increased Alaskan output, but the rise was largely offset by increased consumption, particularly of gasoline.

Imports of industrial supplies other than petroleum were generally well above levels of a year ago, however, led by sharply higher receipts of steel, nonferrous metals, chemicals, and lumber. Steel arrivals soared in the first four months in order to beat the full implementation of the Treasury Department's trigger price system for monitoring low-priced imports. Although receipts receded somewhat in May and June to levels comparable to a year ago, steel imports in the first six months totaled over $1 billion higher than in the first half of 1977.

All major nonferrous metal imports posted large advances for a total increase of nearly $800 million. Greater receipts of aluminum, at higher prices, reflected continued strong demand and limited domestic production capacity. Copper purchases were increased in response to a reduction in U.S. output resulting from depressed prices, while the rise in the value of tin imports consisted entirely of higher prices stemming from the continued shortfall in world supplies of this metal. Lower prices encouraged the rebuilding of U.S. nickel stocks, and nickel imports from Canada rose accordingly.

Lumber imports remained on the sharp uptrend of the past two years, increasing in both quantity and price because of the rebound in U.S. residential and other construction. Chemical purchases again advanced at a subtantial pace. Imports of woodpulp and iron ore, on the other hand, fell further, after declining in value last year.

Capital goods were among the most buoyant imports in the first half, rising by nearly 50 percent from a year ago. Machinery imports posted a strong advance, led by increases in specialized industrial machinery, business machines, and metalworking machinery. Truck receipts, mostly from U.S. affiliates in Canada, also climbed, reflecting continued record truck sales here.

A steep rise in arrivals of foreign autos paced the upsurge in consumer goods imports. Despite a weakening in retail sales in the second quarter in response to rapidly escalating prices of foreign cars, automobile receipts from Japan and Western Europe were 38 percent higher in quantity and 60 percent higher in value than a year ago. As a result of the fact that imports rose faster than sales, foreign car inventories were substantially built up during the period. The higher level of prices reflected not only the sharp appreciation of the yen, and to a lesser degree the mark and other European currencies, but also a shift toward more expensive models.

Receipts of automobile parts and engines rose by one-fourth, in part because of the growing use of foreign-made components for assembly here. Among other consumer items, large advances were also posted for imports of clothing and footwear. Arrivals of consumer electronics, however, advanced relatively little, reflecting among other factors the orderly marketing agreement limiting color television receipts from Japan.

Food and beverage imports also posted only a small overall increase, constrained by large declines in the value of coffee and sugar receipts. Almost all of the $400 million decrease in coffee purchases from last year's record level resulted from steadily receding prices. Sugar imports dwindled to the lowest level in years, as higher U.S. duties due to be levied in 1978 caused a surge in receipts late last year and a consequent falloff so far this year. Other food imports generally advanced in value. Meat imports were boosted substantially by higher prices and expanded quotas prompted by a shortage of U.S. supplies. Large increases were also noted in receipts of alcoholic beverages and, entirely because of higher prices, cocoa.

Multilateral Trade Negotiations

This article is another in a series of progress reports on the multilateral trade negotiations, prepared by the Commerce Department's Office of International Trade Policy.

GENEVA

During the first two weeks of July high level officials from many countries converged at Geneva for an intensive series of international trade meetings. The purpose of this concerted multilateral effort, under U.S. leadership, was to reach as much agreement in the Tokyo Round of multilateral trade negotiations (MTN) as possible prior to the July 16-17 Bonn meeting of heads of state.

The U.S. delegation was temporarily expanded by some 60 trade officials from Washington and was headed by the President's Special Representative for Trade Negotiations, Ambassador Robert S. Strauss. Other delegations, including the European Community's led by Vice-President Wilhelm Haferkamp, the Japanese led by Minister Nobuhiko Ushiba and the Canadian led by Ambassador Jake Warren were also at a ministerial level.

Although some central disagreements remain, substantial progress was achieved overall. In fact, nearly all of the major developed country participants endorsed a "framework of understanding" on the major elements of a comprehensive package of trade agreements which was issued as a joint statement on July 13. The Bonn Economic Summit, involving seven major industrialized nations, subsequently supported this statement and charged the negotiators to complete the detailed negotiations by Dec. 15.

The "framework of understanding," agreed to by the U.S., EEC, Japan, Canada, Switzerland, Austria and New Zealand and supported by Australia and the Nordic group of nations, shows that draft codes on customs valuation, product standards, government procurement and import licensing are well-developed and in relatively completed form. These and other MTN issues were treated in a feature article in the May 8 *Commerce America.*

Progress was also made on commercial counterfeiting (e.g. pirating of trademarks) and rules of origin (used to determine the source of an import). Countries are now committed to seek an international agreement providing stronger rules and procedures against trade in counterfeited goods. A bilateral understanding was negotiated between the U.S. and EEC on rules of origin, which has been an especially contentious issue for U.S. exporters trying to sell inputs to manufacturers in other countries who are selling finished products in the Common Market. A final solution to this difficult problem remains for detailed negotiations.

The major developed countries also agreed to negotiate for the "maximum freedom of world trade in commercial aircraft, parts and related equipment." The Geneva statement also took note of and endorsed the OECD preparations to create a multilateral steel committee, adding that progress in the OECD could facilitate negotiations or steel products in the MTN. The purpose of this international steel committee is to develop common perspectives regarding emerging problems or concerns in the steel sector and establish, where appropriate, multilateral objectives or guidelines for government policies.

The most difficult issues remaining to be resolved are safeguards, subsidies and agriculture. Although the draft outline in subsidies has been characterized as a "substantial basis" for reaching agreement, much more work is needed in this area. The contradiction between present rules for nondiscriminatory safeguard actions against all suppliers and proposed rules which would allow selective action in certain circumstances against one or a few suppliers is the greatest problem in the safeguard negotiations. Some modest progress was reported in agriculture, but not nearly enough to satisfy the U.S.

Tariff reduction in the MTN should be comparable to the 1967 results of the Kennedy Round. More than 50 MTN participants have now made offers of trade concessions on tariffs and nontariff measures, but substantial detailed negotiations are still necessary. Improvements are needed in the offers of the various countries—especially from the major U.S. trading partners such as Japan and the EEC. In order to arrive at a successful conclusion in the MTN, the U.S. will require concessions from these trading partners which are equal to U.S. concessions, both in terms of overall balance (quantitatively) and in terms of balance of market access in import sectors (qualitatively).

The Geneva statement also showed agreement on improving the framework for international trade of GATT, especially in the areas of dispute settlement, balance of payments measures by developed and developing countries and export controls. The basis for giving special and differential treatment to LDCs was also cited, along with the increasing obligations to be accepted by them as their development advances. (An analysis of the MTN progress in the subsidy and GATT framework areas will be presented in the next Multilateral Trade Negotiations column.)

Negotiations this fall will be quite intensive, not only on wrapping up the remaining issues with other developed countries, but also on involving the developing countries more completely in the settlement of MTN issues. The developing countries did not participate in the "framework of understanding" and their continuing and more active involvement is needed in order to reach a successful conclusion to the negotiations.

Nevertheless, the remaining work to be done in detailed negotiations is scheduled to be completed by Dec. 15. With the international negotiations concluded at that time, the Administration could then present to Congress the trade agreements package early in 1979.

A joint statement endorsed by 20 developed country delegations in the MTN was released July 13 in Geneva. This statement — a "framework of understanding" on the status of the negotiations—reports on the progress made on each of the MTN subjects and provides information on the nature of the agreement likely to emerge and in some cases reveals disagreements. Copies of this joint statement are available, upon request, from the Trade Negotiations and Agreement Division, Office of International Trade Policy, U.S. Department of Commerce, Room 3031, Washington, D.C. 20230.

Shoe Goods Exporters Fined In Rhodesia Embargo Case

Wintex, Inc., of Waltham, Mass., successor to Jaytex Fabrics, Inc. has been denied export privileges for two years and fined $1000 for violating the U.S. embargo of Southern Rhodesia, the Department of Commerce has announced. All except the first 30 days of the export-denial period was suspended.

Wintex accepted responsibility for the illegal acts of Jaytex which occurred shortly before Wintex absorbed Jaytex in 1974. Jaytex evaded the U.S. embargo on sales to Southern Rhodesia by shipping an estimated $40,000 of shoe goods to Monarch Travel Goods, Ltd., of Johannesburg, South Africa, for later shipment to Monarch Steel, Ltd., of Southern Rhodesia, its parent corporation.

Export Administration regulations require that exporters obtain prior approval from the Commerce Department before they may export goods to Southern Rhodesia. Export licenses will be issued only under special circumstances for medical, educational, charitable or humanitarian purposes.

TEXAS INDUSTRIALIST WILL LEAD MISSIONS TO JAPAN IN FALL

Mark Shepherd, Jr., chairman and chief executive officer of Texas Instruments, Inc., Dallas, who is also chairman of the Advisory Council on Japan-U.S. Relations of the Chamber of Commerce of the U.S., will lead the U.S. Export Development Missions to Japan this fall.

More than 100 business and government officials will take part in the Oct. 2-15 venture to promote sales of U.S. products, to encourage Japanese investment in the U.S. and to explain U.S. trade programs and policies.

In making the announcement, Secretary of Commerce Juanita M. Kreps noted Shepherd's many years of experience doing business with the Japanese and his dedication to the progress of U.S.-Japan economic relations.

The U.S. Export Development Missions to Japan will consist of five product-promotion groups, an invest-in-U.S. group and a policy group. The delegation's membership and itinerary are not yet final.

The product-promotion groups will represent U.S. manufacturers of advanced scientific equipment, including health care, laboratory and analytical instruments; modern management equipment, including computers and peripherals, business equipment and graphic arts equipment; machine tools and metal-working equipment; food processing and packaging equipment, and original-equipment automotive parts.

Texas Instruments, Inc., is one of the nation's leading electronics manufacturers. Shepherd's career with the firm dates to 1948, when he joined the company as a project engineer. After service as a chief engineer, general manager and vice president, he became president of the company in 1967, chief executive officer in 1969 and chairman of the board in 1976.

European Community Revising Regulations That Govern Exclusive Distributorships

After ten years of granting to exclusive distributorships virtually automatic exemption from the general EEC prohibition against market sharing arrangements, the Commission of the European Communities has decided to narrow circumstances under which these exemptions will be allowed.

Article 85 of the Treaty of Rome prohibits business agreements, decisions, and concerted practices which tend to reduce competition by fixing prices, sharing markets or sources of supply, and limiting or controlling production, markets, technical development or investment. This ban, however, has not been applied to those exclusive distributorships which improve the production or distribution of goods, or which promote technical or economic progress.

The Commission originally granted exemptions from Article 85 on a time-consuming, case-by-case basis, but in order to streamline the process, the Commission in 1967 switched to a system of "block exemptions" for most exclusive distributorships. Since then, however, the evolution of Community law and some legal decisions have highlighted certain ambiguities in the 1967 regulation which have resulted in rulings contrary to the competition policy.

In order to correct these deficiencies, the Commission has published a draft regulation amending the 1967 regulation. This change will require generally that stricter conditions be met before an agreement may benefit from an automatic exemption.

Some of the new provisions include: 1) adding purely intranational agreements to the automatic exception list—a relaxation; 2) withholding automatic exemptions from competing producers; and 3) limiting the maximum territory for which an eligible distributorship may be granted to not more than 100 million in population, nor more than 15 percent of the market for the product in question. The amendment is expected to be adopted later.

While these regulations have not hitherto posed any serious problems for U.S. firms, the proposed amendment may necessitate more than one exclusive distributor to cover the entire EEC market. Companies interested in obtaining a free copy of the text of the proposed amendment, which appears in the *Official Journal of the European Communities*, No. C-31, 7 February 1978, can write to: European Community Information Service, 2100 M St., NW., Suite 707, Washington, D.C. 20037.

Lima Fair Is Postponed

The Eleventh International Fair of the Pacific, due to be held Nov. 3-12 in Lima, Peru, has been postponed to Nov. 14-25, 1979, because of the current depressed state of the Peruvian economy. The rescheduled fair will be a general industrial exhibition but will include two large pavilions for forestry and woodworking machinery manufacturers from all countries. The 1978 plans for special events related to the mining, machine tool and metalworking industries have been set aside indefinitely.

Bulgarians Announce Plans For Metallurgical Complex, Seek Information From U.S.

The Bulgarian Government has announced plans for a third metallurgical complex to be built by the mid-1980's, and is interested in obtaining attendant technical assistance from U.S. firms.

In the first stage of the plans is the construction of a rolling mill with an 800,000 ton annual capacity, a 200,000 ton annual capacity rolling mill facility for high quality and alloy steels, a chemical plant to handle by-products of the complex to produce ammonia and nitrogen fertilizers, and a special port facility area for the handling of raw materials and finished products including transportation links from the port to the plants. (For additional information on Bulgarian metallurgy, see the June 5 issue of *Commerce America*.)

The Bulgarian Ministry of Metallurgy and Mineral Resources is interested in obtaining technical literature from American firms which could assist in providing information for these facilities:

- Process and management controls systems for the mills to be integrated into a system for the entire complex.
- Basic engineering to cover general plans, philosophy of organization, environmental protection, and general layout of first stage.
- Specific engineering of project covering planning for workshops or sections of the first stage.
- Equipment and technology procurement to follow decisions reached in above areas.

This information would assist the Bulgarian Government in identifying interested U.S. firms and in determining the specific needs of the complex. The Ministry intends to initiate discussions this winter through the Bulgarian foreign trade organization Technoimport with interested foreign firms.

Interested U.S. companies should forward catalogs and technical literature to Robert Clarke, Commercial Officer, American Embassy, Sofia, Bulgaria, U.S. Department of State, Washington, D.C. 20520. For further information contact Deboorne Piggot (202-377-3352) or Michael Hegedus (202-377-2645) at the Department of Commerce in Washington.

Creditors May Send Claims To East African Mediator

U.S. businesses and others with claims outstanding against East African Community Corporations and General Fund Services are being requested to send full details of such claims, by Sept. 30, to a mediator appointed by the governments of Kenya, Tanzania and Uganda.

The information should include: claimant's name and address, debtor's name and address, goods or nature of service, date of contract, contract value and due dates and amounts of payment, and rate of interest.

The addressee is Dr. Victor Umbricht, Office of the Mediator, East African Community, 15 rue de Verembe, Case Postale 24, 1211 Geneva 20, Switzerland.

New Export Control Rules Treat Oil, Gas Production Equipment Sent To USSR

The Commerce Department has specified the types of oil and gas exploration and production equipment that will be subject to validated export license controls under President Carter's decision to regulate exports of such equipment to the USSR.

New export control regulations published in the Aug. 1 *Federal Register* will require validated licenses for shipment of the equipment to the USSR, Estonia, Latvia, and Lithuania. The regulations also will require exporters of related technical data to obtain written assurances from importers that neither the data nor the direct product of the data will be shipped to these destinations.

Stanley J. Marcuss, Senior Deputy Assistant Secretary for Industry and Trade, said the action was taken in order to carry out the President's decision to require the U.S. Government approval of exports of oil and gas exploration and production equipment and technology to the USSR.

The new regulations amend the Department's commodity control list by adding the following categories to the list of U.S. origin items which need U.S. Government approval for export from the United States or re-export from foreign countries to the USSR, Estonia, Latvia and Lithuania:

Metalworking and general industrial machinery and equipment specially designed or modified for the manufacture of equipment used in the exploration and production of petroleum and natural gas, and specially designed parts and accessories.

Chemical and petroleum equipment, specially designed parts and accessories for use in petroleum and natural gas exploration and development.

General industrial equipment, utilized for petroleum or natural gas exploration or production, or specially designed or modified for the manufacture of equipment for the same uses, and specially designed parts and accessories.

Geophysical and mineral prospecting instruments and other instruments, equipment, specially designed or modified for examining or testing equipment used in petroleum and natural gas exploration and production, and specially designed parts and accessories.

Drilling fluids, muds, lost circulation materials and polymers and other detergents utilized for enhanced recovery of petroleum or natural gas.

As an aid to exporters, the Commerce Department published an illustrative list of petroleum and natural gas exploration and production equipment subject to the new requirements. Among the items covered are the following:

All equipment related to off-shore floating or bottom-supported drilling and producing structures, including all gathering equipment.

Production and pipeline equipment designed for use in Arctic regions and the Polar Seas.

Rotary type well drilling rigs and derricks.

Parts, accessories, and equipment for well drilling machines, including, but not limited to, drill bits, box and pin tool joints, drill pipe, drill collars, rotary tables, and blow-out preventors.

Petroleum gas-lift equipment.

Oil well and oil field pumps, including, but not limited to, high performance types of submersible or conventional pumping units.

Pipeline valves for oil and gas pipelines and high pressure steel hoses, pipes, and connections.

Wire line and down-hole equipment and accessories (including, but not limited to, collars, stabilizers, mandrels, packers, multi-completion equipment, gun perforators and telemetry equipment).

Optical, electrical or electronic geophysical and mineral prospecting instruments, including magnetic, gravity, seismic, borehole logging and high-resolution remote sensing equipment.

Certain flocculating agents; water soluble ethyene oxide polymers.

Certain pipe and tubing made of, or lined and covered with, fluorocarbon polymers or copolymers.

Certain products made of fluorocarbon polymers or copolymers; oilfield demulsifying agents.

The new controls will not apply to proposed exports which, on Aug. 1, were on dock, or lighter, laden aboard an exporting carrier, or in transit to a port of export pursuant to actual orders for export, provided that such exports are laden aboard the exporting carrier on or before Aug. 15.

Finally, the announcement notes that additional control measures related to these commodities and technical data are being considered by the Department and further revisions may be issued in the near future.

Malaysian Promotions

The Malaysian Government is planning events in three U.S. cities next month to build up its economic ties with the U.S. An exhibition and trade mission meeting will be held at New York's St. Moritz Hotel Sept. 12-15, followed by mission sessions at the Dallas World Trade Center Sept. 18-19 and at a site to be announced in Chicago, Sept. 21-22. The effort will center on Malaysia's furniture, textiles, jewelry, canned food and timber products. The Embassy of Malaysia Trade Office at 600 3rd Ave., New York, N.Y. 10016, telephone 212-682-0232, has further details.

Quebec Requires Bills To Be Presented In French

Recent articles in the Quebec press have noted that residents of the Canadian Province of Quebec are not required to pay any bills including those originating outside the province, which are not in French. Quebec's Office de la Langue Francaise, however, has told the U.S. Consulate in Montreal that this French language requirement does not apply to bills between companies, but only to bills sent from companies to private customers or consumers. In these cases the customer will not be able to escape paying, as payment will be required as soon as it is received in French.

Questions concerning this matter or other regulations pertaining to Quebec's language law as it affects labeling, packaging, advertising, catalogues, warranties, directions for use, and so on may be directed to the Public Relations Service Office de la Langue Francaise, P.O. Box 316, Stock Exchange Tower, Montreal, Quebec, H4Z-1G8. Telephone 514-873-4460.

Canada Has New Customs Invoice Form For Imports

Canadian Customs has introduced a new customs invoice form entitled, "Canadian Customs Invoice," which replaces the "M-A" and "N-A" invoice forms. Although the implementation date for the new form is July 1, 1978, a transitional period of one year will be allowed for old forms.

Canadian customs invoice forms are required on commercial shipments to Canada valued at $200 Canadian or more, and are sold by commercial printers throughout the United States. Department of Commerce District Offices will list local sources on request.

Egyptian Chemical Imports Reviewed In Commerce List

The Commerce Action Group for the Near East (CAGNE) has received a listing of various chemical products imported by Egypt in 1977 on a routine basis. The tables include the names of the importing firms, most of which are public sector concerns, and the quantities purchased by each. U.S. firms interested in supplying these products are urged to review the list, obtainable by writing: CAGNE/BED/ITA, Room 3203, U.S. Department of Commerce, Washington, D.C. 20230.

HONDURAN PUBLIC WORKS PROGRAM BUILDS HOPES FOR U.S. EXPORTERS

Honduras' dynamic economic policies, in particular its large public investment programs, are creating many opportunities for U.S. export sales, according to a current report from Margaret Kromhout of the U.S. Embassy in Tegucigalpa.

By achieving a real growth rate of 8.3 percent in 1977, the Honduran economy solidified the recovery initiated in 1976. Growth prospects for 1978-82 are good. The present development strategy calls for large public investments in infrastructure, export diversification through forestry development, agro-industrial projects, tourism, implementation of agrarian reform, and continuation of social programs.

If the public investment program is executed as planned and private investment expands as expected, imports should grow at a rate of at least 15 percent over the next four years. Non-petroleum merchandise imports for 1978 are likely to set a new record valued at $514 million. With the U.S. traditionally supplying nearly half of Honduras' import needs, this practically guarantees U.S. suppliers $250 million in sales this year.

Though U.S. suppliers have managed to keep their historical share of the Honduran market, U.S. goods face increasing competition from Japanese, Brazilian, and European Common Market products. U.S. products enjoy a reputation for quality, service, rapid delivery and availability of spare parts but high prices and finance terms have often been the cause of lost sales. The depreciation of the dollar and revitalized Eximbank financing policies should help to offset third country competition in the Honduran market. Most of the goods imported by Honduras will fall into the categories which include chemicals, transport equipment, manufactured goods, machinery and equipment.

While international financial institutions continue to support Honduras' ambitious development projects, U.S. manufacturers have a ready-made market for capital goods. Sales of heavy construction equipment have been spectacular now that construction of the new deep water port at Puerto Castilla and work on the Talanga-Catacamas highway are underway. Prequalification tenders for the $413 million El Cajon Hydro-Electric Project have been let, and when contracts are awarded for the power station, civil works, and dam, purchases of haulers, excavators, bulldozers, graders, tractors, and loaders, will again set records.

Imports of telecommunications equipment will expand in line with HONDUTEL's rural telephone program. HONDUTEL is now seeking soft term loans (approximately $13 million) from the Inter-American Development Bank for this program designed to integrate rural communities with the national communications system. Honduras has recently signed a $10 million loan agreement with AID for electrification of the Aguan Valley, a major development area in the northern part of Honduras. The project includes 200 kilometers of transmission lines, three substations, and a primary distribution system extending nearly 500 kilometers. Contracting possibilities exist for the transmission and distribution systems and will be publicized by the U.S. Department of Commerce.

Plans to industrialize the timber reserves of Honduras were put into motion in late 1977 with the establishment of the Corporation Forestal Industrial de Olancho (CORFINO). CORFINO, a quasi-government industrial corporation, is responsible for the construction and equipping of two sawmills in the Olancho region. This project, costing $13 million, is supported by the IDB through the Venezuelan Investment Fund. In addition to purchasing sawmill equipment, Honduras will be buying power saws, wheeled log skidders, trucks, trailers, and all types of woodworking equipment.

The agricultural sector, which provides the base for Honduras' economic growth, offers an expanding market for machinery, fertilizers, chemicals, irrigation equipment, grain handling systems and storage facilities. The Ministry of National Resources recently established a special unit to manage a national program for agricultural mechanization. At the same time, high commodity prices are encouraging private sector producers of export products to mechanize and improve yields through use of fertilizers and chemicals.

Last year marked the beginning of Phase II of the Instituto Nacional Agrario-IDB development program in the Lower Aguan Valley. The second phase includes financial inputs of some $51.5 million ($40 million from IDB) scheduled over a four-year period beginning in 1977. INA has already purchased large amounts of tractors and agricultural implements for the project and new tenders are expected to be issued before the end of 1978.

A low level of per capita income limits to a considerable extent internal savings in Honduras. Because of the scarcity of private capital, the government is compelled to seek private foreign investment. U.S. investors, especially those who propose joint ventures, will be welcomed to Honduras and are guaranteed the same rights and privileges as nationals. Investments are particularly attractive in the tourism sector, agro-industrial projects, and export-oriented industries producing semi-processed and processed goods. The Overseas Private Investment Corporation offers a full service of political risk investment insurance for American investors and financing on a limited basis. For details on investment incentives offered by the Honduras Government, write the Corporación Nacional de Inversiones, Apartado Postal 842, Tegucigalpa, D.C., Honduras.

NEW HOSPITAL-SCHOOL *in the Honduran capital of Tegucigalpa was completed late last year. The construction was assisted by an Inter-American Development Bank loan of $4.8 million. (Inter-American Development Bank photo)*

MASSIVE POWER PROJECT UNDERLIES BOOM TODAY IN PARAGUAY ECONOMY

Business is now enjoying a prosperity heretofore unknown in Paraguay. Signs of improvement abound. Except for some sectors of agriculture affected by a severe drought, the economic improvement is across-the-board. Construction and foreign trade are booming. Real GNP should rise about 10 percent this year after a 12 percent rise in 1977, according to the U.S. Embassy in Asuncion.

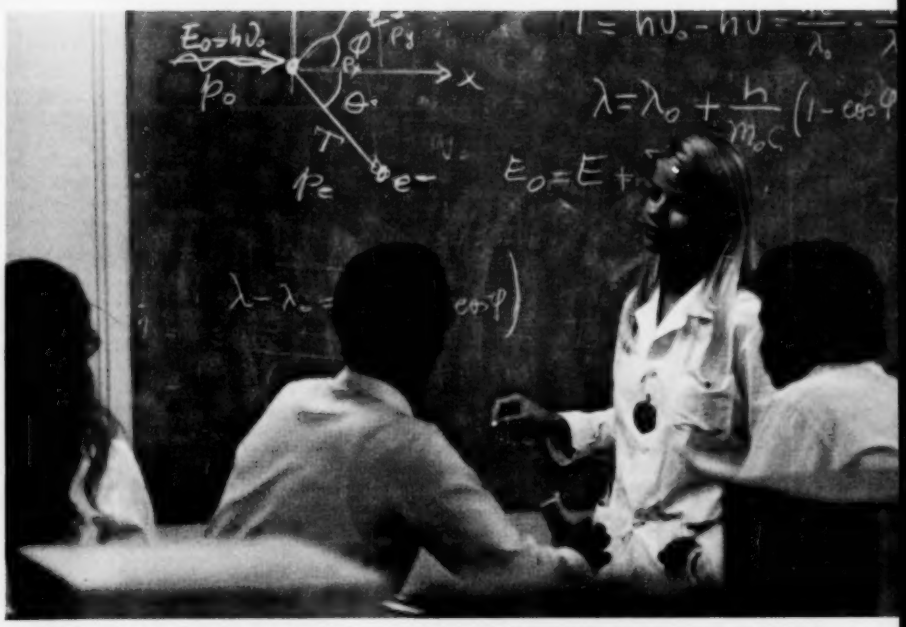
Construction of the hydroelectric project at Itaipu by the two-nation Brazilian/Paraguayan authority continues to be the spark plug for the boom in the Paraguayan economy. Plans are proceeding satisfactorily for the second big Parana River hydroelectric project—Yacyreta—in which Paraguay is a partner with Argentina. When these dams are on stream, Paraguay could be the largest exporter of power in the world. Little has been done so far on domestic use of the power which will be available for energy intensive industry, but there is a significant potential for such industry.

While the Paraguayan market is small, it is worth study by U.S. exporters and investors. The current prosperity offers opportunity for export of a wide range of capital equipment including equipment for construction, agricultural processing, graphic arts and air conditioning.

After decades of stagnation, the Paraguayan economy for the past half dozen years has been on the move. Increased agricultural production for export has been a significant factor in the healthier Paraguayan economic performance, but the major impetus has come from the giant Itaipu Dam project. Spending for construction has set off a boom in the country.

Paraguay is basically an agricultural country and agriculture accounted for 33.1 percent of the Gross National Product in 1977. In 1977 agricultural production grew at 9.4 percent and in 1978 is projected to grow by another 7.0 percent. Paraguay's increase in agricultural production this year has been achieved in spite of a severe drought, the worst in decades. The Chaco, the dry western half of the country, is accustomed to coping with scant water supply, but production has nevertheless been affected adversely. If the drought were to continue for much longer, it could have severe effects on 1979 production, since there is little reserve of ground moisture.

Except for agro-industrial processing, Paraguay's industrial sector is small-scale. Manufacturing accounted for 15.6 percent of the GNP in 1977, showing an 18.4 percent increase over the previous year. For 1978, an 8.0 percent increase is forecast.



PARAGUAYAN STUDENT *explains mathematical formula in classroom of National University of Asuncion. University acquired new equipment and built additional classroom facilities with Inter-American Development Bank loan.* (IADB photo)

The most booming part of the economy is construction, which grew 31.7 percent in 1977 and will show a 25.4 percent growth in 1978. Besides the direct building associated with Itaipu, there is a large amount of commercial and residential construction in Asuncion.

The government's official cost of living index rose by 9.4 percent in 1977 and official sources forecast a similar increase in 1978. A 43 percent increase in the money supply during 1977 suggests that a greater rise in prices during 1978 is possible. The Guarani, the official currency of Paraguay, continues to be stable, although with a large demand for dollars to finance imports, it is trading on the free market at the upper end of its fluctuations within recent years.

Paraguay's imports and exports were roughly in equilibrium in 1977 and the forecast is for a similar result in 1978. There is also a considerable amount of trade with neighboring countries which does not find its way into official government statistics. Paraguay's leading exports are cotton, oilseeds, meat products, vegetable oils and lumber. Except for meat and lumber, all these products have good long-term outlooks. Meat production has declined because of import restrictions by developed countries and stagnating herds. The long-term outlook for wood products is clouded by wasteful cutting practices.

Paraguay had a balance of payments surplus of $106.3 million in 1977, and is expected to run another surplus of at least $80 million in 1978. Gross foreign exchange reserves held by the Central Bank stood at $267 million at the end of 1977, an increase of 70 percent over the previous year. These reserves are expected to increase to $320 million by the end of 1978. The main reason for the large surpluses in the balance of payments and the increase in foreign exchange reserves is the inflow of funds as a result of the construction of the Itaipu project.

The single most important factor in the future of the Paraguayan economy is the development of the hydroelectric potential of the Parana River. The dam at Itaipu will be the world's largest in electric-generating capacity. Joint projects with Argentina could mean that major dam construction would be a central part of Paraguayan economic activity until the end of the century. Itaipu is currently employing directly close to 30,000 workers, of whom 50 percent are Paraguayan. The demand for workers, especially skilled workers, has exerted an upward push on wages and salaries throughout the country and brought unemployment to a relatively low level. As a result of the project, close to $143 million in foreign exchange entered Paraguay in 1977, mostly as payment for Paraguayan goods and services, partly as capital transfers.

Argentina and Paraguay are currently engaged in arranging financing for the second project, Yacyreta. Discussions seem to be going satisfactorily with the World Bank and the Inter-American Development Bank, whose participation is crucial to secure the private bank financing which the multi-billion-dollar project will need. The civil works contract and the turbine-generator award will each amount to several hundred million dollars. The Russians,

who are working at the Salto Grande hydro-electric project between Argentina and Uruguay, are attempting to secure a major part of the work at Yacyreta.

While the benefits from construction should continue into the 1990's if the timing of the projects is managed carefully, income from actual generation of electricity will begin within five years and be a significant contributor to national income within ten. There is little doubt that Brazil would like to use all the power generated by Itaipu and the agreement between the two countries has been criticized for being biased toward sale of Paraguay's share of the power to Brazil rather than internal use.

Power for whose use?

Paraguayan leaders have proclaimed that their aim is to use the power industrially, not to sell it to Brazil, and have won their point on having 50 percent of the current produced for Paraguay's 50 cycle system. However, this profession of intention has not been matched by any serious effort to take the kind of steps necessary to attract energy-intensive industry, although foreign experts have studied the country's industrial needs for electric power. One proposal to locate an energy-intensive project in Paraguay was frustrated by lack of interest on the part of Paraguayan officials who never gave the foreign company clear answers about the cost of the electricity and other aspects of operation.

Whether or not Paraguay will organize an effort to attract energy-intensive industry or at least to respond constructively to foreign proposals for utilization of the power that will be available from the Parana River projects is still open to debate. If decisions are allowed to slide, some of the options open to Paraguay for modernization and developing the country will be closed.

This week Gen. Alfredo Stroessner is being inaugurated for a new five-year term as President, which office he originally assumed in 1954. The Paraguayan government prides itself on the generation of peace provided by the Stroessner presidency. There can be no doubt that the political stability of the past two decades is regarded as a major strong point by businessmen, both Paraguayan and foreign. Economic changes over the next few years could increase pressure to modernize the political as well as the economic structure of the country, but these long-term forces probably will not make themselves strongly felt within the President's present (1978-83) term.

The Paraguayan market, while small, is still an attractive one for U.S. business, since it is open, basically laissez faire and increasingly prosperous. American products enjoy a good reputation for quality. Products from the United States account for about 12 percent of Paraguay's imports, with machinery, cigarettes and transportation equipment the most important. The U.S. share of imports has declined in the past decade, as neighboring Argentina and Brazil have capitalized on their location to take a larger share of the Paraguayan market. More liberal export financing from these two countries has also given advantages to Argentina and Brazilian companies, including U.S. subsidiaries and licensees operating there.

The hydro-electric projects constitute an excellent market for construction equipment and for electro-mechanical equipment for generation, transformation and transmission. U.S. companies are, however, experiencing some difficulties in securing public sector business. The turbine-generator contract at Itaipu was awarded in June to a European consortium over consortia in which there were U.S. interests. Among the reasons cited for making the award to the European group was that their proposal reportedly called for a greater degree of manufacture within Brazil than the other proposals did. Official resentment because of U.S. Government championing of human rights has also been mentioned as a factor which counted against U.S. firms in this and other government awards. Perhaps even more important in giving a competitive edge to European and Japanese companies is U.S. illicit payments legislation.

What they are seeking

The buoyant state of the economy provides opportunities to export a wide variety of goods to Paraguay. The government is seeking to promote construction of cement, fertilizer and paper plants, all of which would need equipment. A number of vegetable oil plants are being planned. There is a market for large land-clearing and logging equipment and for medium and heavy-duty trucks to transport lumber and agricultural products. Representative of the broad range of opportunities are cotton ginning equipment, graphic arts equipment and supplies, micro-computing hardware and softwear, poultry and dairy equipment, transportation equipment, woodworking equipment, radio and television broadcasting equipment, aviation support equipment, medical equipment and central and home air conditioners.

Areas of potential investment include agro-industry and hotels as well as the energy-intensive industries mentioned above. Until the government energizes itself to direct attention toward policy making in support of such industry, the burden for making a case for such investment rests on foreign companies. Batelle Institute and the United Nations Industrial Development Organization have made general studies of industrial projects which use large amounts of power. Such studies might have useful implications here. Many foreign firms are in land development for agriculture and agro-business but there is room for more.

Project Listing Appears

The World Bank released this week the first issue of a quarterly publication that can point U.S. businesses toward opportunities that add up to several billions of dollars each year.

The publication, entitled *Operational Summary of Proposed Projects (IBRD/IDA)*, will list: 1) projects that the Bank and its affiliate, the International Development Association (IDA), are actively considering for financial assistance, with a brief description of each project; 2) the member country and the agency responsible for the project; 3) the amount of financing to be provided and co-lenders, if known; and 4) the stage to which a proposed project has progressed, i.e., identification, feasibility, appraisal, negotiation, approval, or procurement.

The publication complements information now published semi-monthly in *Development Forum-Business Edition*. Although the latter is obtainable through the United Nations in New York and Geneva, *Operational Summary* is available at $20 per year payable to the Johns Hopkins Press. An announcement in the July 17 *Commerce America* incorrectly gave the United Nations addresses in this regard.

Subscription inquiries should be addressed to: The Johns Hopkins University Press, Journals Division, 34th and Charles Sts., Baltimore, Md. 21218.

Knitwear Exhibitors Invited

U.S. firms are invited to exhibit in the International Knitwear Industries Exhibition to be held Feb. 3-6 at the Porte de Versailles Exhibition Grounds in Paris. Sponsors feel that there are two sectors where U.S. products would find a good market in France: 1) knitted sportswear, underwear, knitted men's wear and socks; 2) ladies' lingerie. Write: R. Delmas, Delegue General, Salon International de la Maille, 11 rue Anatole-de-la-Forge, 75017 Paris, France.

Cameroon vehicle embargo

Cameroon recently announced that the importation of vehicles with an axle-load of over 10 metric tons is prohibited.

ECONOMIC HIGHLIGHTS

Rapid Rates Of Growth In Output And Prices Expected to Subside

This article was written by Chief Economist Courtenay Slater in collaboration with staff economist Theodore Torda.

DR. SLATER

Transitory factors influenced the nation's economic performance in the second quarter. Preliminary estimates show that real GNP rebounded at an annual rate of 7.4 percent, following a small decline in the first quarter. The annual rate of price increase rose to 10 percent in the second quarter—the highest rate of inflation since late 1974. Neither output nor prices are expected to continue rising at the rates of the second quarter.

Part of the growth in the second quarter represented a recouping of losses incurred during the severe winter and coal strike earlier in the year. The catch-up in the second quarter occurred largely in public and private construction, retail sales, and coal production. A better perspective on growth trends can be obtained by reviewing the first two quarters of 1978 together. For this period, real GNP rose at an annual rate of 3.6 percent, almost one percentage point less than the growth rate during the second half of 1977.

Personal consumption spending

Real outlays for consumer goods posted a strong recovery in the second quarter from the depressed first quarter level. Much of the strength was in durable goods, especially motor vehicles. Growth in real spending for nondurable goods was tempered by a decline in food purchases, which fell for the second consecutive quarter. Consumers may have reacted to sharply rising food prices by shifting their spending towards less expensive items. The rise in real outlays for consumer services was moderate because household use of electricity and natural gas declined to a more normal level after unusually heavy winter demands.

From the fourth quarter to the second quarter, the rise in personal consumption spending in constant dollars was only 2.3 percent at an annual rate. It fell short of the pace for the economy as a whole. This largely reflected the fact that rising prices limited growth in consumers' purchasing power (real disposable personal income) to an annual rate of 2.2 percent during the first half. Prior to 1978, consumer spending had set the pace for the trend in overall GNP. From the recession trough in the first quarter of 1975 to the end of 1977, growth in real personal consumption expenditures proceeded at an average annual rate of 5.5 percent, while real GNP growth averaged 5.4 percent over the same period.

Investment

Real business fixed investment grew rapidly in the second quarter, due partly to a substantial increase in construction activity, which was held down earlier in the year by bad weather. The motor vehicle component of producers' durable equipment also rose strongly, while investment in other types of machinery and equipment showed no real growth. During the first half of 1978, total business fixed investment, in real terms, rose at an annual rate of 9.5 percent.

The composition of capital spending has changed during the past year. In the earlier part of the recovery period—from late 1975 to early 1977—investment in producers' durable equipment had risen substantially more than nonresidential construction. This pattern suggested an emphasis on refurbishing existing plant rather than building new structures. Since early 1977, however, real growth in business construction has been almost twice as large as for other types of capital spending.

Real outlays for residential construction provided a small contribution to economic growth in the second quarter, as construction activity recovered from the harsh winter weather. Viewing the first two quarters together, this sector declined a bit from the high level of late 1977. Housing starts in the second quarter averaged 2.1 million units at an annual rate, a little higher than had been expected. This will lend support to residential construction activity during the third quarter.

Inventory accumulation was stepped up in the second quarter, following a large gain earlier in the year. During the first half, the rise in inventory investment accounted for a fourth of the growth in real GNP, an unusually large share which is unlikely to continue. However, total inventories do not appear to be excessive. At midyear, the ratio of nonfarm stocks to real final business sales was close to the average of 1977, indicating that inventories generally were in good balance with sales.

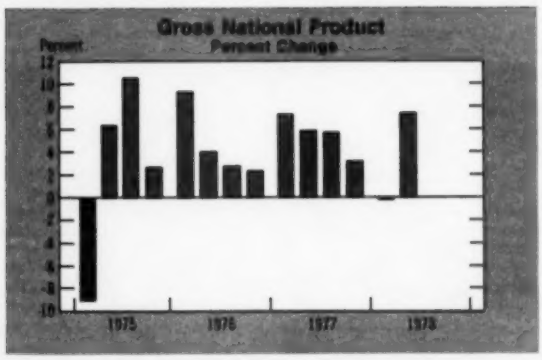
Other GNP components

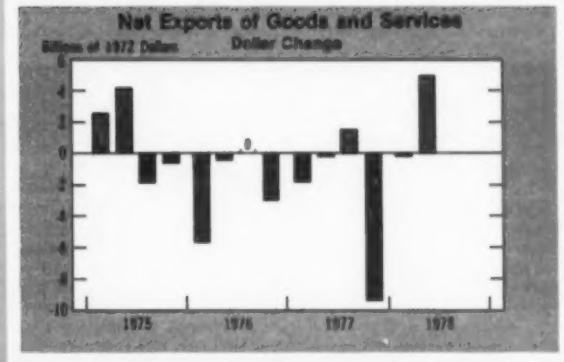
Net exports of goods and services were a major source of strength in the second quarter, as exports rose considerably more than imports. The chart shows that declining real net exports detracted from economic growth during most of the recovery period as U.S. merchandise trade swung from surplus to a large deficit. The situation is now beginning to change, partly because U.S. exports are becoming more price competitive in world markets. Further improvement in the merchandise trade balance is expected during the second half of 1978.

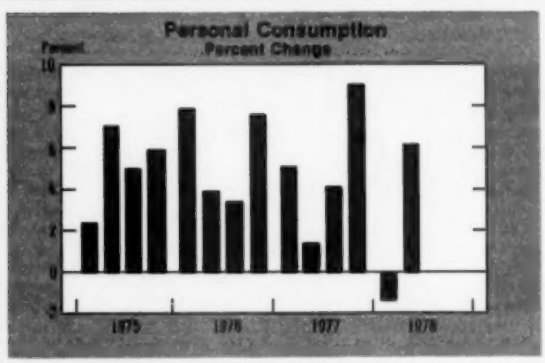
Net Federal purchases of goods and services, in constant dollars, declined in both the first and second quarters. The decline in the latter period was due to net sales of farm products by the Commodity Credit Corporation. With the rise in agricultural prices, farmers redeemed mortgaged stockpiles of farm products, and these are treated as Federal sales (or negative purchases) in the GNP accounts. This has no adverse impact on real GNP, however, because there is an offsetting rise in other components as the grain stocks move into private inventories, exports, or consumption. State and local government purchases rebounded sharply in the second quarter with a recovery in outlays for structures and further growth in employment.

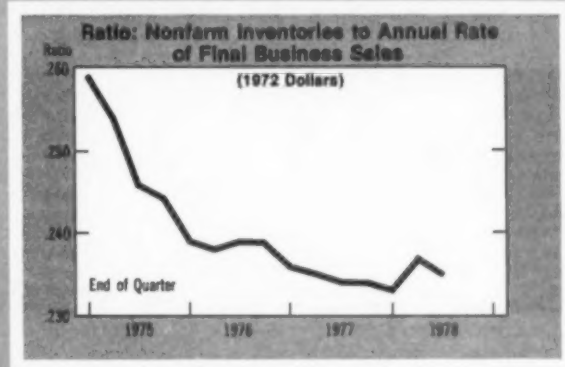
Prices

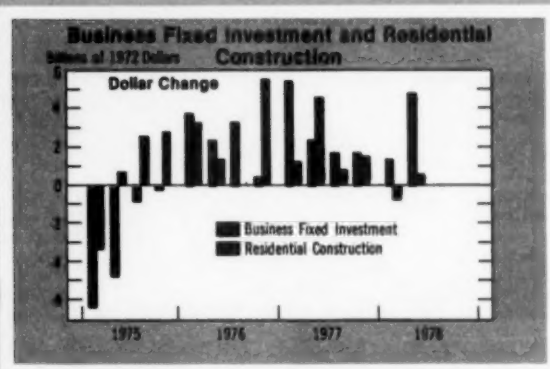
Prices in the second quarter, as measured by the GNP fixed-weighted deflator, rose more rapidly than had been expected. This was partly due to a surge in consumer food prices, which increased at an annual rate of 21 percent. Other prices, however, also accelerated. Excluding food prices, the fixed-weighted price deflator rose at an annual rate of 7.9 percent in the second quarter, compared with a rate of 6.1 percent in the first quarter. The rise in food prices is expected to subside in the third quarter, which should temper the rise in the overall price indexes.

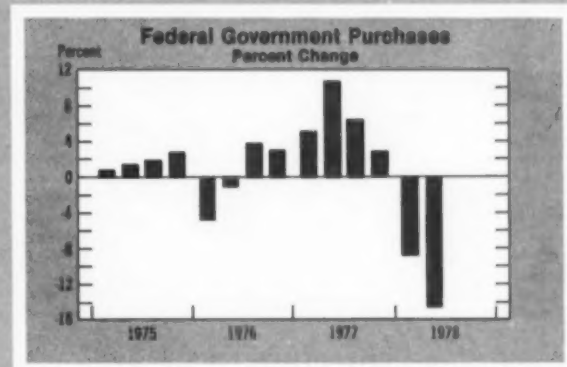


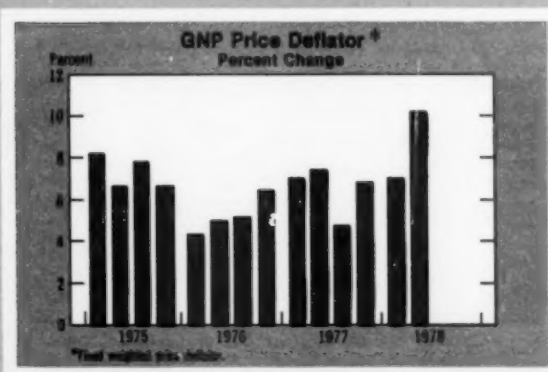


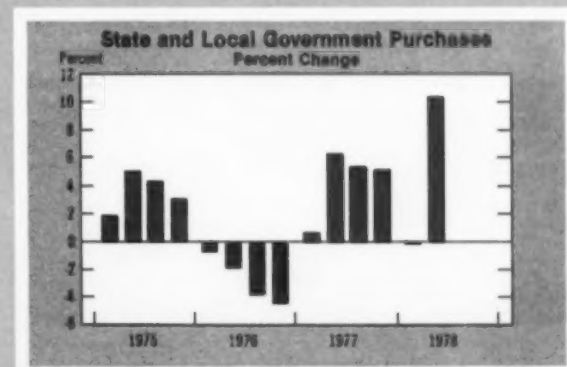












NOTE: Series are seasonally adjusted annual rates; percent changes are based on constant 1972 dollar estimates.

COMMERCE UPDATE
ON THE DOMESTIC SCENE

TWO MORE "COMMERCE CITIES"--Denver and St. Louis have been added to the list of participants in the Commerce/Cities project that enlists the Department's resources and services in support of local development strategies. Nine major Commerce agencies are involved. In each city local officials, private sector leaders and Commerce executives team to analyze needs, identify available assistance and plan new action. Previously chosen cities: Greenville, S.C.; Detroit, Hartford, Baltimore, Fort Worth, Long Beach, and Portland, Ore.

TRUCK/RAIL REGULATION CHANGES--An experiment to determine whether the general public would benefit if certain regulations affecting intermodal (truck/rail) transportation were dropped is being planned by the Interstate Commerce Commission and Commerce's National Bureau of Standards. The Bureau is interested in the possibility that a change in regulation might stimulate technological innovation and other benefits.

CALIFORNIA COASTAL ZONE MANAGEMENT GRANT--The State of California has received a $3 million grant from the National Oceanic and Atmospheric Administration (NOAA) to administer its coastal zone management program. The grant is the largest ever made by NOAA's Office of Coastal Zone Management. The state will provide $750,000 in matching funds.

GRADUATES GET MARINE JOBS--The U.S. Merchant Marine Academy reports 92 percent of its 1978 graduates have found marine-related employment. The Kings Point, N.Y., institution, operated by Commerce Department's Maritime Administration, noted that this is 9 percent higher than the comparable 1977 total.

PER CAPITA PERSONAL INCOME--Anchorage, Alaska's $10,739 average in personal income topped all the country's metro areas in 1976, according to new figures from Commerce's Bureau of Economic Analysis. At the other end of the income scale in these 266 areas was McAllen-Pharr-Edinburg in southern Texas with per capita income of $3,338. The national average was $6,396.

OIL SPILL WAS DISASTROUS--Oil spilled by the wrecked supertanker Amoco Cadiz last March permeated the marine habitats of the Brittany shorelines to a degree never seen before, according to a preliminary report of Commerce's National Oceanic and Atmospheric Administration and the Environmental Protection Agency. In the largest spill in maritime history, a third of the oil came ashore and the rest stayed at sea. Significant amounts reached the seafloor. Damage varied according to the shape and nature of the French shoreline involved.

PRODUCT LIABILITY RELIEF--Commerce Secretary Kreps has proposed for the Administration a comprehensive program to attack escalating product liability premiums and costs. The immediate proposed relief is an Internal Revenue Code amendment to allow businesses an extension of the carryback period from three to ten years for net operating losses stemming from product liability claims and costs. Longer term responses go to the basic causes: uncertainties in the legal system, insurance ratemaking practices and the manufacture of unsafe products.

FEDERAL PROCUREMENT CONFERENCES--The business community in Southern California is invited to meet with procurement specialists from Federal military and civilian agencies and Federal prime contractors for procurement counseling on Sept. 8 in Studio City and Sept. 11 in Mission Bay, San Diego. Irene Slater of the office of sponsoring Rep. James C. Corman has details on the first conference on 213-787-1776; John Berry of the office of Rep. Bob Wilson has details on the other on 714-231-0957. Reps. Lionel Van Deerlin and Clair W. Burgener are co-sponsors of the San Diego conference.

COMMERCE ENDS MARITIME COUNCIL TIES--Seven-year-old links between Commerce's Maritime Administration and the maritime industry's non-profit National Maritime Council have been ended by Secretary Kreps. MarAd has provided executive secretariat and administrative support to the industry group, and questions had been raised about the relationship. The common goals of market penetration by U.S.-flag ships and labor-management amity will now be pursued independently.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, major construction and expansion projects, and visiting buyers.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

Hotel, Restaurant and Institutional Food Catering Equipment Specialized Trade Mission to Brisbane, Sydney and Melbourne. October. The market for restaurant, hotel and fast food equipment in Australia is active and rapidly growing. This growth is based in part on stricter state health department regulations regarding cleanliness of food service operations, and a growing trend of Australians to eat more meals outside of the home. Queensland is the traditional internal vacation destination for Australian tourists, and expected reductions in international air fares are expected to substantially increase tourism. The Commonwealth Games scheduled for 1982 in Brisbane will generate an influx of spectators and athletes. Approximately $100 million of tourist accommodations and recreation areas are being planned throughout Queensland in the next few years. The following products are considered to have excellent sales appeal: thawing and heating equipment, commercial microwave equipment, food and beverage vending equipment, refrigerated vending machines, customer-operated microwave warming equipment, food storage equipment, automatic food mixing and blending machines and other food service equipment for large hotels, institutions, hospitals and cafeterias. Contact Robert J. Bucalo, 202-377-3741.

Chemical/Petrochemical Processing Equipment Catalog Exhibition. Antwerp and Brussels. October. In 1976 the United States supplied 50 percent of equipment used by the Belgian chemical and petrochemical industry. Slightly less than $279 million is projected for investment in the Belgian chemical sector in 1978. Sales increases of about 10 percent annually in this sector are predicted for the next five years. Belgian exports of chemical and petrochemical products totaled $4,400 million in 1975, and domestic sales totaled $1,107 million. The best short-term prospects for increased U.S. exports are in the area of maintenance equipment and replacements for pumps, valves, fittings, measuring and control devices. For further information call Catalog Exhibitions, 202-377-3973.

Nuclear Industry Exhibition, NUCLEX 78. Basel, Switzerland. Oct. 3-7. Held every 3 years, NUCLEX is a prestigious international event in which the majority of the significant suppliers of nuclear equipment and services throughout the world participate. It attracts more than 12,000 professional and trade visitors from all European countries and from most countries outside Europe. Encompasses all nuclear related equipment, including instrumentation for research and operations, reactors and power generating equipment and hardware of all types, waste solidification and water and air treatment, process controls and automation equipment, fuels and materials, computers for nuclear applications, and all services concerned with nuclear planning, siting, construction, transportation and monitoring. George Ruffner, 202-377-4384.

"Wood World USA"—Catalog Exhibition. Chile and Brazil. Oct. 9-22. Brazil is one of the world's major producers of lumber, pulp, paper, cellulose, plywood, and laminated wood. Because of the development of eucalyptus short fiber for pulping, Brazil's wood pulp and paper production more than doubled between 1968 and 1974. The exhibition in Brazil will be held in conjunction with "Fenam '78," an international fair emphasizing the industrial processing of wood. The Chilean Government has selected the forest products industry to receive major emphasis during the coming years. Large-scale expansion and capital outlays in several pulp and paper mills, two new cellulose plants involving investments up to $240 million, and significant growth in plywood manufacturing and the lumber industry are expected in the next 3 to 5 years. The market for U.S. exporters is excellent for machinery used in all phases of the forest industry in Chile and Brazil, with special emphasis on equipment involving technological advances. Catalog Exhibitions, 202-377-3973.

Business Equipment and Systems Catalog Exhibition at "Efficiency Beurs." Amsterdam. Oct. 10-18. Total business equipment imports into the Netherlands were $179 million in 1974, and are expected to increase at an average rate of 9 percent annually to exceed $280 million in 1979. The U.S. supplied over 12 percent of this market and should continue to do so through 1979. Dutch business requirements are largely satisfied by imports; domestic production is mostly designated for export. The Netherlands also serves as a major trading and shipping post and reexports large quantities of business equipment. "Efficiency Beurs" is a major European biennial exhibition of office and electronic data processing equipment, which in 1976 attracted more than 100,000 people. Best prospects include electronic accounting and banking machines, calculators, automatic typewriters and microfilm equipment. Catalog Exhibitions, 202-377-3973.

Plastics Seminar/Exhibit. U.S. Commercial Office, Moscow, Oct. 23-27, and Leningrad, Oct. 30-Nov. 3. The current Soviet Five-Year Plan calls for increased use of plastics to raise quality of production and meet increasing consumer demand. Call Jim Robb, 202-377-4810.

Electronic Components and Assemblies Catalog Exhibition at "Fiarex '78." Amsterdam. Oct. 30-Nov. 2. In 1976, Dutch manufacturers of electronic equipment spent $627 million on electronic components and assemblies—a dramatic 30 percent annual growth in expenditures since 1973. Dutch imports of electronic components and assemblies have been substantial and have supplied a large portion of domestic needs and also provided stock for export to other European countries. By 1980, Dutch firms are expected to import over $1.1 billion of this equipment. American component manufacturers are expected to gain an increased share of this growing import market. Catalog Exhibitions, 202-377-3973.

U.S. Processing Industries Catalog Exhibition at "Machevo-Milieu '78." Utrecht, Netherlands. Oct. 30-Nov. 4. Machevo-Milieu is one of the major European trade shows covering the processing industries, which in 1977 attracted more than 20,000 trade visitors. The U.S. Catalog Exhibition that will be held in conjunction with this fair will feature equipment and supplies used in food processing, chemical and petrochemical processing, and pollution control. The U.S. exported $12.3 million worth of food processing equipment to the Netherlands in 1977. The Dutch market for this equipment is expected to increase 12 percent annually for the next few years. The market for chemical and petrochemical processing equipment in the Netherlands was estimated at nearly $790 million in 1977. Imports supplied about 20-25 percent of this market. The U.S. is the third largest exporter of this equipment to the Netherlands. U.S. exports of pollution control equipment increased 104 percent from 1973 to 1976, and should continue to expand 20 percent annually as pollution controls are mandatory in this densely populated market. Catalog Exhibitions, 202-377-3973.

Industrial Welding Equipment and Technology Technical Sales Seminar, G.D.R., Poland, Romania, Yugoslavia. November. These four countries have attached great importance to the incorporation of high technology equipment into the industrial process. Upon inquiry these four countries stated a specific interest in automatic and robot welders, laser-beam welding equipment, submerged arc welding with electrode preheating, flux-shielded arc welding apparatus, plasma and electron beam welding equipment, machine welding, ultrasonic welding machines, automatic proportioning, coated electrodes for welding of high alloy, stainless corrosion proof and heat-resisting steel. Call Reginald Beckham, 202-377-2801.

Mining Equipment Seminar Mission to

Spain, Portugal and Yugoslavia. November. Government priorities in each of these three countries emphasize rapid development of ore and mineral resources. Yugoslavia's current five-year plan calls for investments of $3.2 billion in the mining sector. Expenditures on mining projects of $250 million are expected in Spain and $300 million in Portugal. Specific minerals involved include iron ore (Portugal and Yugoslavia); coal (all three countries); phosphates (Spain); and bauxite (Yugoslavia). Products with good sales potential include rotary and bucket wheel excavators, conveyors, excavator draglines, bulldozers, loaders, trench diggers, cranes, dredges, dumpers, graders, scrapers and large off-highway trucks. Call Art Laemmerzahl, 202-377-4511.

Electronic Production and Test Equipment Exhibition. U.S. Trade Center, Sao Paulo. Nov. 6-10. The growing importance of Brazil's electronics industry is creating a strong rise in demand for equipment and special materials for electronic components production. Continuing demand for electronic consumer products and government efforts to stimulate domestic components production should raise sales to over $57 million in 1980. American suppliers are expected to make new inroads, increasing their import market share to 40 percent in 1980, as imports of test instrumentation and special materials for electronic components advance. Domestic production of equipment and materials in Brazil is forecast to expand rapidly; however, local producers are not expected to keep pace with demand. Imports, which reached $25 million in 1976, are expected to rise to $45 million in 1980. Sales of U.S.-origin equipment are forecast to reach $18 million a year by the end of the decade. Annette V. Napper, 202-377-5427.

Energy Systems Exhibition and Seminar. U.S. International Marketing Center, Singapore. Nov. 6-10. A rapidly growing and profitable market in South Asia exists for U.S. exporters of solar and conventional power generating, transmission, distribution and control equipment. During 1976, U.S. firms sold more than $120 million worth of energy systems equipment in this market. Sales of high quality and competitive U.S. equipment can be expected to exceed the projected aggregate 10-15 percent annual growth rate. Regional energy systems imports are expected to exceed $900 million annually by 1982. As the gateway to Thailand, Malaysia, Indonesia and Southeast Asia, Singapore is the principle marketing, distribution and financial center of an area supporting a population of 190 million, with a combined GNP of $55 billion. Contact Bill Brekke, 202-377-3893.

U.S. Hospital & Medical Equipment Catalog Exhibition. Thailand, Singapore. Nov. 6-11. The total market for hospital and medical equipment in Thailand was estimated at $23.5 million in 1977. This market is supplied almost completely by imports. There are 19 projects remaining under the 1977-81 Thai public health plan that will cost more than $943 million. The modernization of Singapore's hospital and medical facilities that began in 1972 is expected to continue until 1982. During the next five years, the medical equipment market is projected to rise as two major hospital construction projects are completed. Annual purchases should increase to $6.4 million annually by 1979. Two other hospital projects are planned in the early 1980's that should keep up the demand for medical equipment. Best prospects for U.S. sales in these markets will be in sophisticated and specialized medical equipment. Catalog Exhibitions, 202-377-3973.

Quality Control & Materials Test Instruments & Equipment. U.S. Trade Center, Mexico City. Nov. 7-10. Mexico imports most of the quality control & test instruments and related equipment it needs. In 1976, over $36 million worth of instruments were imported, with the United States the leading supplier, accounting for 72 percent of all quality control & materials test instruments. Purchases are forecast to grow at an annual rate of about 16 percent during the next several years. Due to the lack of quality control in Mexican industry and the continual need for higher quality Mexican products, this is the Mexican industry's area of greatest interest and need. Contact County Marketing Manager—Mexico, 202-377-4463.

Electronica '78. Munich Fairgrounds. Nov. 9-15. This international trade fair for electronic components and assemblies, held every two years, is considered to be the world's largest and most important event in the field of electronics. The German market alone for electronic components is forecast to reach nearly $3 billion in 1980. Sales reached an impressive $2.2 billion in 1976 and are predicted to grow an average 7 percent annually through the remainder of the decade. U.S. manufacturers account for the largest share of the import market, supplying about 20 percent of imported components. Don Schmadel, 202-377-2920.

Paris Air Show

The U.S. Department of Commerce will again sponsor a U.S. Pavilion at the 33rd Paris Air Show—le Salon International de l'Aeronautique et de l'Espace—June 9-17, 1979, at le Bourget Airport, Paris. The Paris Air Show is internationally accepted as the most prestigious event for the international aerospace industry. The 1977 show drew visitors from 108 countries, with total attendance of nearly 470,000, of which approximately 86,000 were trade visitors.

For information contact: H. L. Kirchschlager, U.S. Department of Commerce. Office of International Marketing, Room 6318, Washington, D.C. 20230; tel. 202-377-4104.

Computers and Related Equipment Exhibition. U.S. Trade Center, Tokyo. Nov. 13-17. U.S. manufacturers of computers and related equipment are invited to participate on a first-come first-served basis. The Japanese market for this equipment is forecast to expand at an average annual rate of 13 percent from $2.8 billion in 1977 to $5 billion in 1982. In 1977 the U.S. share of Japanese imports was $269 million. By 1982 it is expected to reach $500 million or 59 percent of all computers and related equipment imported by Japan in that year. The product theme for the exhibition includes general purpose mainframes plus compatible CPU's, mini-computers, microcomputers, memory and solid state subsystems, input-output equipment, special purpose terminals, data communication/data entry equipment, parts and accessories, services and software, DBMS, IMS and other applications. Robert Levine, 202-377-4379.

Telecommunications Equipment and Systems Exhibition. U.S. International Marketing Center, Sydney. Nov. 13-17. The initial exhibition of this equipment, held in April 1976, resulted in projected sales of $11 million—a successful show of confidence in U.S. products. Sizable government purchases pushed the Australian market for communications equipment forward at an average annual rate of 25 percent between 1972 and 1974, reaching $311 million in the latter year. Purchases fell slightly in 1975, but continuing automation of the national telecommunications network and rising government data transmission requirements are factors that indicate a projected annual market growth of 9 percent for the remainder of this decade. Total 1980 sales are expected to approach $470 million. For further information call 202-377-4957.

U.S. Industrial Equipment Catalog Exhibition at "Index '78." Athens. Nov. 13-19. The only specialized mechanical engineering and equipment trade show in Greece. Approximately 20,000 business officials visited "Index '77." The U.S. Catalog Exhibition being held in conjunction with this fair will feature in-plant materials handling, metalworking, and plant maintenance equipment. Catalog Exhibitions, 202-377-3973.

Communications Equipment and Systems Trade Mission to India and Pakistan. Nov. 13-30. The Government of India plans to invest approximately $2 billion to modernize the communications network in the country. India expects to import communications equipment and systems valued at about $367 million during the 1978-80 period, compared to $106 million of imports in the prior three years. Some 80 percent of the equipment to be imported by India in the next three or four years is in the new technology area and is primarily produced by U.S. companies. Pakistan's imports of commercial, industrial and public service telecommunication equipment including radio, television, and military communication equipment are estimated at between $250 million and $300 million during the period FY 1978-80. American exporters may secure a one-third share of this expanding market as U.S. equipment enjoys a high consumer preference because of advanced technology, better quality and competitive prices. The expanding Indian and Pakistani markets for communication equipment will provide excellent sales and joint venture opportunities for U.S. suppliers. Geoffrey Walser, 202-377-2973/4.

Food Processing Seminar Exhibit. U.S. Commercial Office, Moscow, Nov. 27-Dec. 1, and Kiev, Dec. 4-8. The U.S. Commercial Office is working closely with the Soviet and Ukrainian ministries in charge of food processing; the Ukrainian Ministres of Meat and Dairy and Food Industry have given the Commercial Office a list of equipment and processes that they want to have promoted at this event, the first to be held in the breadbasket of the Soviet Union. Jim Robb, 202-377-4810.

Aircraft, Aviation and Avionics Equipment Trade Mission to Nigeria, Kenya and Sudan. December. Will be limited to 12 U.S. companies representing aircraft, aviation and avionics equipment, including communications, navigational and ground support equipment. Participants will have a unique opportunity to meet with top decision-makers for the purchase of this equipment in government and business. Nigeria, Kenya and Sudan represent substantial markets. Each require commercial,

general aviation and avionics equipment to implement current plans for airport expansion, and need additional aircraft to solve governmental and industrial transportation problems. In 1975, the Sudan imported $17 million in aircraft and aviation equipment, $16.8 million from the United States. Contact Jonnell Jacobson, 202-377-4918.

Mining and Exploration Equipment Seminar Mission to Indonesia, Thailand and Philippines. December. Mineral resources are among the most important earners of foreign exchange in these countries. Projections show continued growth in output, with several new mining projects planned as well as expansion of existing mines. Specific minerals involved include tin (Indonesia and Thailand); flourite, zinc, soda ash, and antimony (Thailand); copper and nickel (Indonesia and the Philippines); bauxite (Indonesia); and coal (Philippines). Equipment requirements include shortwall and universal cutting machines, hoists, flotation machines, concentrating tables, classifiers, feeders, scrubbers, ball and hammer mills, drilling equipment, and mine transport equipment. Additional items with market potential include process control instruments and safety devices. Increased exploration will result in purchases of items ranging from general geological survey equipment to on-site boring and testing equipment, as well as for geological laboratory testing and analysis. Call Art Laemmerzahl, 202-377-3741.

U.S. Woodworking Equipment Catalog Exhibition. Brussels. Dec. 2-10. The Belgian market offers good prospects to American manufacturers of woodworking equipment. Since 1975, imports have grown substantially, jumping from $14.4 million in 1975 to $18.4 million in 1976 and then exceeding $21 million in 1977. If this average annual growth rate of 21 percent continues, Belgian firms will be spending more than $37.8 million yearly on woodworking equipment imports by 1980. The number of Belgian manufacturers of lumbering and sawmilling equipment has dwindled to about ten, of which only three are important. Because of this decline, imports will supply most of Belgium's woodworking needs. Interests in American-made equipment ranges from highly-sophisticated automated machinery to smaller equipment suitable for the do-it-yourselfer. Catalog Exhibitions, 202-377-3973.

Printing and Graphic Arts Equipment Exhibition. U.S. Trade Center, Taipei. Dec. 4-8. The market for graphic industries equipment in Taiwan is expected to increase from $13.1 million in 1977 to $14.6 million in 1981. A considerable portion of the demand for this type of equipment is met by imports, which are projected to increase from $11.3 million in 1977 to $12.9 million in 1981. Contact Joseph Burke, 202-377-2087 or 5401.

PAK-TEK '78—Packaging and Printing Machinery, Equipment and Supplies. Copenhagen. Dec. 5-9. The Scandinavian market for packaging machinery and related printing equipment and supplies is projected to grow rapidly during the next several years. The use of packaging in Denmark, Sweden, Norway and Finland is as highly developed as it is in the United States. By 1981 the market for packaging machinery in Sweden and Denmark alone is expected to reach $80 million. The food processing and beverage industries in these countries continue to modernize and employ advanced techniques to reduce loss and spoilage, improve efficiency, and minimize the impact of rising labor costs. The packaging of non-food products such as cosmetics and household items is also a growth area, providing opportunities for suppliers of packaging machinery and related equipment. The PAK-TEK Exhibition is held once every three years. It attracts an audience from throughout Scandinavia interested in seeing what new developments have taken place in the packaging industry. PAK-TEK '75, drew 10,705 registered buyers to see the 300 exhibitors from 19 countries. PAK-TEK '78 will be even larger. For the first time, the U.S. Department of Commerce will sponsor a U.S. pavilion at PAK-TEK. It will be promoted to a select group of buyers, agents and distributors. William Beiring, 202-377-3276.

Ferrous Metallurgy Seminar and Exhibit, U.S. Commercial Office, Moscow, Dec. 11-15. The Soviet Ministry of Ferrous Metallurgy has given the U.S. Commercial Office a list of the equipment and systems it would like to have promoted at this event. Call Jim Robb, 202-377-4810.

Electrical Energy Systems, U.S. Trade Center, Tehran, Jan. 14-18, 1979. Strong U.S. position still holds in this key market. While Iran is still suffering from the after-effects of the excessive growth rates of 1974 and 1975, there is solid evidence that the economy is once more moving into high gear. It appears that U.S. sales to Iran in 1978 will total some $3.4 billion, or well above the all-time record $3.2 billion achieved three years ago. U.S. manufacturers of gas turbines and nuclear power equipment should benefit most by Iran's expansion of its national power grid. Suppliers of power transmission and distribution equipment will also find good sales potential. Frequent power shortages have made the Iranian public more aware of the need for standby packaged power units as well as mobile units and power generating units during peaking periods. Solar power is another opportunity in Iran. The solar field includes: total solar energy systems, solar thermal energy systems, photovoltaics, heating and cooling, and agricultural applications of solar energy. Call Franc D. Manzolillo, 202-377-2991.

Industrial Packaging Seminar and Exhibit, U.S. Commercial Office, Moscow, Jan. 15-19, 1979. The Soviet Union requires a wide variety of modern packaging equipment and systems to improve the quality of its consumer goods. Call Jim Robb, 202-377-4810.

Metalworking Equipment Exhibition. U.S. Trade Center, Sao Paulo. Jan. 15-19. The Brazilian market for metalworking equipment amounted to almost $610 million in 1977 and is expected to total over $815 million in 1982. Imports registered $290 million in 1977 and are forecast to reach $372 million in 1982. Best prospect categories include: roundness measuring instruments, coordinate measuring and layout machines, surface finish measuring, recording and testing equipment, gear and hob checking equipment, special dies, a broader range of machine tools, special metalworking equipment, molding and continuous casting equipment, and heavy duty cutting, grinding and drilling power tools. Contact Beryl Cohen Blecher, 202-377-5427.

Hospital and Medical Equipment Catalog Exhibition. India (four cities). Jan. 15-31. A dramatic improvement in India's foreign exchange position has allowed restrictions on the imports of hospital and medical equipment to be lifted. This equipment may now be imported freely within specified limits. Imports of medical equipment were $9.3 million in 1975 and are expected to increase to $13 million this year. It is anticipated that they will rise at least 10 percent annually for the next few years. Due to end-user preference for American equipment, U.S. firms should be able to retain their 30 percent share of this import market. U.S. medical equipment is very popular in India, because of its technological advantages, durability, and performance. There is a good potential for sales of equipment which involve the latest technology and procedures. For further information call Catalog Exhibitions, 202-377-3973.

Medical Equipment Exhibition. U.S. Trade Center, Tokyo. Jan. 29-Feb. 2. Japanese imports of medical equipment from the United States totaled $45 million in 1975, $61 million in 1976, and $79 million in 1977. The projections for 1980 indicate a $551 million market with imports of $142 million, of which the U.S. share is estimated to be 62 percent or $88 million. Best sales prospects include cardiological equipment, pulmonary apparatus, neurological equipment, ophthalmological equipment, pediatric equipment, operating room equipment, general hospital equipment, and clinical laboratory equipment. Cantwell Walsh, 202-377-5893.

International Hardware Fair. Cologne. Feb. 10-13, 1979. In 1977, sales of hardware in Germany totaled $2.7 billion, an increase of 9 percent in current prices over 1976. Additionally, do-it-yourself supplies sales totaled between $4 and $5 billion. Forecasts for hardware sales of $3.8 billion and $7.8 billion for do-it-yourself sales are expected in 1983. Contact Loretta Allison, 202-377-5228.

Agribusiness and Food Processing and Packaging Equipment Exhibition and Seminar. Bangkok, Feb. 12-16, 1979. Thailand is a major world producer and exporter of rice, corn, tapioca, sugar and fruits and vegetables. The current Five-Year Plan puts increased emphasis on expanded production and local processing of food for export. The World Bank, Asian Development Bank and AID are providing funding for irrigation and rural development. Imports of agricultural equipment in 1977 totalled $38 million with projected sales of $54 million by 1982. The food packaging equipment market is expanding with imports of $9.7 million in 1977 and is projected to reach $12.6 million by 1982. Food processing equipment imports were $23.4 million in 1977 and are expected to reach $32 million by 1982. For further information and a copy of the market research summary, contact Todd W. Burns, 202-377-2051.

Computers and Peripheral Equipment Exhibition. U.S. Trade Center, Sao Paulo. Feb. 12-16. The Brazilian market for computers and peripheral equipment was estimated at $55.7 million in 1977. Imports accounted for over 80 percent of this market, or $45.3 million. U.S.-origin CPE represented an estimated 71 percent of total CPE imports in 1977, up significantly from the 53 percent registered in 1975. The equipment which offers the best prospects for U.S. exporters over the 1978-82 period is small, medium and, particularly, large computers; auxiliary memories; LSI technology; mass-storage systems; OCR, MICR equipment; both impact and non-impact printers; peripheral controllers and interfaces; and acoustic coupers. A copy of the U.S. Commerce Department study of the Brazilian market for computers and peripheral equipment is available by calling G. Lincoln McCurdy, 202-377-5427.

Aimex '79—Mining and Exploration Equipment. Sydney. Feb. 12-17. Australian consumption of mining and heavy construction equipment in FY1977 is conservatively estimated at $349 million and is projected to reach $440 million by FY1980. Over this period the mining sector will account for most of the growth of consumption. Australia is well endowed with valuable mineral resources and by the 1980's minerals are predicted to replace primary products as Australia's principal export earner. American technology is very competitive in the Australian market and is highly regarded for quality, durability and performance. Equipment which should find maximum acceptance in the Australian market includes: rock drill bits and steels; rock drilling and boring machinery; diamond drilling machines; graders; dozers; excavators; loaders; mine construction; mineral processing machinery; and offshore exploration equipment. For further information contact Harry Stringer, 202-377-4957.

"Process and Quality Controls USA". U.S. Trade Center, Taipei. Feb. 19-23. "Buy More In America" is the latest proclamation of the Republic of China's Board of Foreign Trade officials. Taiwan's process industries depend almost entirely on imports to fulfill their needs for dependable, sophisticated control and inspection instruments and equipment. The U.S. is Taiwan's primary source for this equipment, and a recent market survey conducted for the Commerce Department reports that numerous major investment projects are now scheduled in many industrial sectors. The market for process control instruments is forecast to grow from about US$42.8 million in 1978 to over $58 million in 1982. General and automated analytical instruments comprised 46 percent of the $51.5 million Taiwan market for all industrial and scientific analytical instrumentation, while mechanical appliances and systems for testing physical properties of industrial materials accounted for another 40 percent during 1976. Call Dave Horridge, 202-377-2087 or 5401.

Environmental Pollution Control 79—International Exhibition, Sokolniki Park, Moscow. Feb. 28-March 12. Environmental protection is of considerable interest to Soviet Ministries. Although the Soviet Union's market for antipollution equipment is in its infancy, it is growing fast, and prospects are good for U.S. sales. Items of specific interest to the Soviets include: automated stations and environmental pollution monitoring systems, mobile and stationary installations and instruments for urban and background pollution monitoring, remote sensing, laboratory measurements of samples, and preparation of samples for analysis, sampling devices, means for calibration of instruments for monitoring of the environment, instrument installations and equipment for measurement and control of environmental pollution sources. Call Nancy Rinehart, 202-377-2801.

Industrial Electronics and Instrumentation, Leipzig Spring Fair, GDR, March 11-18, 1979. The Leipzig Fair is the world's oldest ongoing trade fair—over 800 years of experience. The Department of Commerce will present an exhibition of U.S. manufacturers at the 1979 Leipzig Spring Fair under the theme of industrial electronics and instrumentation. The current Five-Year Plan, which runs through 1980, gives top priority to the electrical-electronics related industries. For more information or to participate contact: Mike Frisby, 202-377-5186.

Mediterranean Basin Energy Conservation Technology Exhibition & Conference, U.S. Trade Center, Milan. March 26-30, 1979. In cooperation with the Department of Energy, the Department of Commerce will sponsor a special exhibition and conference, displaying equipment and techniques for commercial and industrial energy conservation. This event will be a timely vehicle for the demonstration of U.S. capabilities in this field, as well as providing a forum for the discussion of the latest U.S. technology applicable to energy conservation. As this is a vital topic to oil-dependent countries in the Mediterranean region, attendance is anticipated from Greece, Turkey, Spain, Portugal, Yugoslavia, Iran and France, in addition to Italy. Contact George Knowles, 202-377-3944.

Machine Tools and Metalworking Equipment. Seoul. March 26-30. Korea's current Five-Year Plan (1977-81) stresses development of the machinery industry through introduction of capital equipment with a high degree of technology in order to be competitive in world markets. Reliance on imports is necessary since the Korean machine tool industry is in its infancy. The market for machine tools in Korea is expected to double from $270 million in 1977 to $533 million in 1981. Imports supply 70 percent of the current market and are projected to account for 65 percent in 1981. The U.S. share of the market should rise from 12 to 15 percent by 1981 if aggressive marketing techniques are utilized by U.S. suppliers. Call Fred Ott, 202-377-5895.

DIDACTA '79 (Education and Training Materials and Equipment), Duesseldorf, Germany, March 27-31, 1979. This is the largest exhibition of its kind in Europe. The education market in Western Europe (EEC countries, Sweden, Norway, Finland, Austria, and Switzerland) totals about $3 billion. The German market alone accounted for approximately $822 million in 1978, or 28 percent of the total volume. The anticipated figure for 1983 is $926 million in constant prices. Contact Dwight Umstead, 202-377-4414.

GEC '79, Printing & Graphic Arts Exhibition, Milan, May 19-27, 1979. Commerce will sponsor a U.S. national area at GEC '79, the only world-scale event in the field of printing and graphic arts to be held in 1979. GEC is sponsored every ten years at the Milan International Fair Grounds. The 1969 event registered over 200,000 trade visitors, with more than 100,000 attending from outside Italy. The 1979 event will encompass over 700,000 square feet of exhibit space, and attendance is projected to exceed 250,000. Equipment to be exhibited will include all printing and graphic arts products. Call Bill McClure, 202-377-4605.

EDP/USA '79, U.S. Trade Center, Milan. June 12-15, 1979. The U.S. Trade Center's EDP/USA has established itself as the single most important computer and data communications exhibition and conference in Southern Europe. The '78 event encompassed 30,000 square feet of exhibit space, and the number of exhibitors increased to 136 U.S. f. ms, with a waiting list. Limited to 30,000 square feet; early registration for this event is encouraged. Manufacturers of computers, micro/minicomputers, peripherals, data communications equipment and software should call Marcia Griffin, 202-377-4508.

Licensing, Investment Abroad

NIGERIA—Firm seeks joint ventures in (a) **integrated maize and rice farms**; (b) **integrated poultry farms**; (c) **meat shops**; (d) **vegetable farms**; **and (e) guest house and restaurant with prefabricated components.** The Managing Director of the company will be in the United States this month for discussions with interested U.S. firms. Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78634. OPIC.

1521, 1522, 1542—NIGERIA—Reputable firm desires contact with U.S. **construction companies having expertise in residential and non-residential buildings, especially hospitals.** An official of the firm travels to the United States frequently and will be interested in visiting potential partners. Interested firms should send company background to Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78665. OPIC.

2075—GUINEA—Government seeks joint venture with a U.S. firm for an **integrated soybean project.** The U.S. firm would contribute financial and managerial assistance to the venture. Additional information available from Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78629. OPIC.

2431, 3442—AUSTRALIA—Leading window manufacturer in Australia wishes to become established in the manufacture of **travel trailer and pleasure boat windows.** The company presently produces both wooden and aluminum windows together with louvre doors and other associated lines. Brian John Harris, General Manager, Stegbar Windows Pty. Ltd., P.O. Box 110, Springvale Victoria, Australia 3171; Telephone: 03/546-9166; Telex: AA31557. P-78597.

2816, 2869, 3399—BELGIUM—Major manufacturer and distributor of **chemical and metal products** seeks to expand and diversify its line through licensing and other types of agreements with American firms. Especially interested in the following products: ferro-alloys; molybdenum and its compounds; methanol and formaldehyde; powder metallurgy; petrochemicals. The firm was incorporated by merger in 1925, and includes a wide variety of industrial activities which yielded sales of $140,000 in 1976. Alain Rens, Director, Industrial Section, Consulate General of Belgium, 50 Rockefeller Plaza, Suite 1104, New York, N.Y. 10020. P-78624.

2821—AUSTRALIA—Company interested in a licensing agreement to manufacture **polyurethane elastomer** products. Many of the products are custom molded for the mining and quarrying industries. Especially interested in companies manufacturing cyclone liners and components that might be able to offer a complete range of de-

signs and sizes of these items. Dr. B. H. McConkey, Composite Plastics Pty. Ltd., 251 Collins Street, Thornbury, Victoria, Australia 3071; Telephone: 03/480-1337. P-78598.

2844 — UNITED KINGDOM — Seeks licenses to manufacture a **variey of perfumes** compatible with its product line which includes a prolonged floral perfume, a perfumed rinse for hose, air sprays and perfumed nail varnish. Very small company established in 1970. H. F. McClement, Director, Clementine Perennial Perfumes, 51 Hornsey Lane, Gardens, Highgate, London N.6, England. P-78676.

2851—NIGERIA—Seeks technical assistance, possibly as part of a joint venture, to establish a factory to produce between one and two million gallons of **paint** annually in Bendel State, Nigeria. Official of firm willing to visit U.S. in August to negotiate with interested companies. Messers J. A. Omorodio and Sons Ltd., 27 Lagos St., Benin City, Nigeria. P-78604. OPIC.

2869, 2899—UNITED KINGDOM—Seeks licenses to make **industrial and specialty chemicals** of all types. Established in 1922, the firm is a distributor and exporter of industrial chemicals for the paint, plastic and chemical industries. It employs 65 and reports annual sales of $9 million. R. E. Spate, Sales Director, Rex Campbell & Co. Ltd., AMP House, Dingwall Road, Croydon, Surrey, England. P-78671.

2891—BRAZIL—Seeks joint venture to manufacture **hot melts and glues.** The U.S. partner would be expected to contribute process technology and financing equivalent to about $30,000. Brazilian firm would invest up to $70,000. The company, an importer of textile dyestuffs and auxiliary products, was established in 1976. Shabatino Simhon, Managing Partner, **CIFRA Quimica Industria a Comercio Ltda.**, Rua da Paz 1909, Chacara Santo Antonio, Santo Amaro, Sao Paulo, S.P., Brazil. WTDR. P-78626 OPIC.

2899—GERMANY—Seeks to exchange licenses with U.S. firms in the field of **petroleum additives** with emphasis placed on new developments for economizing energy and for improving the exploitation of natural gas products. Established in 1847, the firm has 6,000 employees and annual sales of $175 million. Harald Cornels, Th. Goldschmidt AG, Goldschmidtstr. 100, 4300 Essen 1; Cable: STANNUM; Telex: 857859; Telephone: 201-173324. P-78614.

3069 — AUSTRALIA — Seeks licensing agreements to make **polyurethane elastomer products.** Especially interested in companies manufacturing **cyclone liners and components** which would be able to offer a complete range of designs and sizes of these items. Product line includes many items custom molded for the mining and quarrying industries. Dr. B. H. McConkey, Composite Plastics Pty. Ltd., 251 Collins Street, Thornbury, Victoria, Australia 3071, Telephone: 03/480-1337. P-78632.

3079—AUSTRALIA—Firm seeks licensing agreement to manufacture **plastic stationery products and disposable medical products** for use in hospitals. The company was established in 1971 and employs 47 people. Allan Fabry, Managing Director, Enterprise Plastics Pty., Ltd., 63-69 Murphy Street, Richmond, Victoria, Australia 3121; Telephone: 03/42-4711; Cable: ENPLAS MELBOURNE. P-78599.

3079—FRANCE—Company manufactures **plastic reinforced tubes and tubing for the food, chemical, compressed air, fire fighting, pneumatic, spraying and irrigation industries; also plastic profiles and parts for the building, furniture, automobile and electrical industries.** Seeks licenses to make products in the same line. Established in 1964, it employs 480 and has annual sales of $14 million. J. P. Magdalena, Technical Manager, NB Plastiques, Tour Horizon, 52 Quai National, 92806 Puteaux Cedex, France. Telex: 620-861 F; Telephone: 776-4314. P-78680.

3079 — GERMANY — Manufacturer of high-quality **extruded industrial plastic** products made to customer specifications seeks licenses from U.S. firms to add **standard lines** to its program. Customers are primarily in the automotive, electronics, construction and advertising industries. German firm also interested in **selling know-how and/or patents in the field of plastics extrusion** to an American plastics manufacturer. The company has sold parts to Volkswagon in Germany for many years. Established in 1970, the firm is modernly equipped with a staff of 85 and annual sales exceeding $4.5 million. Karl-Hans Caprano, Technoform Caprano & Brunnhofer KG, Ostring 4, 3501 Fuldabureck-Bergshausen, Germany. Telex: 099 819. P-78613.

3261—GERMANY—Seeks an exchange of licenses and technical know-how with a U.S. company for the manufacture of **vitreous shelving systems and show-cases for use in museums and jewelry stores.** The glass showcases must meet strict criteria in terms of durability and styling. The firm is a wholly owned subsidiary of the Schaefer Group (employs 3,000) and is specialized in display and preservation of cultural and historic items. Established 1947. H. R. Werner, Manager, Dollier Gerhard Scheidt GmbH, Postfach 1204, 5270 Gummersbach; Telephone: 0226-2 23 76. P-78616.

3281—SAUDI ARABIA—Firm seeks a joint venture arrangement for the establishment of a factory to produce **cultured and other types of marble.** The new venture will involve the importing of raw materials, equipment and the recruitment of technicians. Suggested capacity for factory production is between 55,000 and 60,000 tons per year. Gaith Abdo, Engineer & Owner, Trans Saudi Est. (TRANSAD), P.O. Box 4053, Riyadh; Telex: 201289 TRNSAD SJ; Telephone: 34136, 30619. P-78670. OPIC.

3356—AUSTRALIA — Manufacturer of pumps and plate bending rolls is interested in expanding their manufactured product range to include a **full range of plate rolls.** Malcolm R. Reeve, Director, B. R. Reeve Engineering, 62 Whiteman Street, South Melbourne, Victoria, Australia 3205; Telephone: 699-7355. WTDR. P-78600.

3400—ECUADOR—Local company presently producing basic metal products (such as machetes) is interested in a joint venture in the area of **metal forgings.** Gonzalo Vorbeck, General Manager, Herramientas Nacionales S.A., Casilla 387, Quito, Ecuador. P-78662. OPIC.

3400—UNITED KINGDOM—Small firm seeks licensing arrangement to manufacture **stainless steel fabrications** up to ⅛" in sheet steel and aluminum. Also interested in subcontract metalwork of all types, in particular aircraft work, e.g., jet pipe casing, etc. I. G. McIver, Managing Director, Whitworth Mallison & Co. Ltd., Roscoe Works, Park Street, Royton, Near Oldham Lancs, England. P-78605.

3433, 3631, 3634—GERMANY—Leading manufacturers of household and garden articles has expressed interest in broadening its product line. The firm currently produces **cast-iron cookware, outdoor grills, wall plaques, portable heaters, electric convection heaters, wood stoves, etc.** It seeks licensing/cooperation agreements with U.S. manufacturers of complementary products, especially small electrical appliances. Employs 600. Hans Hermann Eltgen, Export/Import Manager, c/o Olsberger Huette, Hermann Everken KG, P.O. Box 27, 5787 Olsberg 2, West Germany. P-78601.

3444—AUSTRALIA—Medium size manufacturer of building products, power tools, ventilation equipment, sheet metal products, etc. seeks licensing arrangement to produce **wind driven non-powered spinning ventilator** similar to the western rotary. Established 1923, employs 60. J. A. Leckey, General Manager, Hunt Engineering Pty. Ltd., P.O. Box 264, North Melbourne, Victoria, Australia 3051; Telephone: 03/329-8277; Telex: AA31701. WTDR. P-78602.

3444—UNITED KINGDOM — Seeks licenses to manufacture **flexible tubing** to fit into the firm's current production of all types of flexible tubing and related products. Established in 1952, the company employs 230 and has annual sales of $15.2 million. A. Easton, Managing Director, Flexible Ducting Limited, Cloberfield, Milngavie, Glasgow, G62 7LW, Scotland. P-78673.

3469—UNITED KINGDOM — Seeks licenses to manufacture **specialty proprietary metal stampings for the electrical and electronics industries, hardware and consumer industries; metal stampings for the automotive industries; metal fittings for leather goods; and locks and keyblanks.**

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-4065. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

Established in 1919, the company produces metal stampings and hardware, metal components and electrical connectors. Employs 65. John H. Latham, Managing Director, Latham Manufacturing Co. Ltd., Alma Street, Wolverhampton WV10 OEY, England. P-78637.

3469—UNITED KINGDOM—A manufacturer of **pressed metal products** for the motor or electrical industry seeks licenses to make allied products. Employs 120. L. Cotterill, Managing Director, Cotmor Tool & Presswork Co. Ltd., Constitution Hill, Dudley, West Midlands DY2 8RY, England. P-78638.

3498—GERMANY—Firm is interested in discussing with U.S. manufacturers the possibility of obtaining U.S. licenses for the production of quick-release **hinged closures, insulating joints, closures for pig traps, and other pipeline fittings.** The company employs 250 persons plus 17 sales representatives. Mr. Kappes, Foreign Trade Manager, Eisenbau Albert Ziefle KG, Oststrasse 17, P.O. Box 1330, D-7640 Kehl/Rhein; Telephone: 7851/8051; Telex: 753 522. WTDR. P-78612.

3500—UNITED KINGDOM—Interested in licenses to produce **agricultural/horticultural equipment; environmental control equipment, solar energy collectors, waste recycling machinery, windmill electrical generators and pumping units.** Firm produces aerospace, agricultural and automobile equipment. Also engineer consultants. Annual sales around $1 million; employs 47. J. A. Gordon, Director, J. A. Gordon & Son Ltd., Stonehouse, Stroud, Gloucester GL10 2LH England. P-78640.

3535 — UNITED KINGDOM — Seeks licenses to manufacture **bulk and process conveyors; mechanical handling equipment including special purpose machines for automation; passenger and freight lifts; and special purpose acoustic booths and materials.** Firm currently makes spray machines, conveyors, elevators and special purpose machines. Employs 50. L. True, Director, True Brothers Mfg. Ltd., Station Road, Kegworth, Derby, England. P-78643.

3537—UNITED KINGDOM—Small firm interested in licensing arrangement to manufacture **fork lift trucks.** The company presently acts as a manufacturer/sales/agent/distributor of materials handling and contractors equipment. Established 1968 and employs 22. R. Thornley, Managing Director, Richards Plant Engineers Ltd., 6/8 Lime Grove, Seaforth, Liverpool L21 3TT, England. P-78606.

3542—INDIA—Large marketing organization in the Indian machine tool business is interested in obtaining sales representation agency from U.S. manufacturers of **sophisticated machine tools.** Would also consider licensing arrangements. The organization is particularly interested in heavy duty machines for boring and drilling operations, gear shaping machines, etc. A representative of the company, Mr. Sheth, will attend the International Machine Tool Show in Chicago, Sept. 6-15. Mr. Sheth's U.S. contact address is c/o Richard Kuba, Moore Special Tool Co., 800 Union Ave., P.O. Box 4088, Bridgeport, Conn. 06607; telephone: 203-366-3224. He can also be contacted at Perfect Machine Tools Co., Pvt, Ltd., Bell Bldg., Sir P. M. Road, Bombay 400 001, Cable: Sukan-Bombay; telex: 011-3155. P-78679. OPIC.

3544—UNITED KINGDOM—Small firm seeks to produce under license **special purpose machines tools and fixtures** requiring small precision engineering facilities. Currently makes jigs, tooling, fixtures. Employs 30. T. J. Childs, Director, Tridan (Engineering) Ltd., Brunel Road, Clacton-on-Sea, Essex, England. P-78644.

3559—FRANCE—Manufacturer of **mixers** for liquids, pastes and gas with applications for the chemical, food, paint and plastics industry seeks licenses to produce similar products. Established in 1946, the firm makes a wide range of mixing equipment. Annual sales of $5 million. Exports 50 percent of production to east and west Europe. Good reputation. Affiliate of a French leader in the water treatment industry. Aldo d'Incau, General Manager, SEM (Societe Europeenne de Melange), 70 Avenue Dumotel, 94230 Cachan; Telex: 260 726; Telephone: 664-1415. P-78594.

3564—KOREA—Member of leading Korean business group encompassing 27 different enterprises seeks to contact U.S. **pollution control equipment** manufacturers regarding technical licensing agreements. The company initiated construction of a large-scale multi-purpose plant in 1976 which upon completion in 1981, will have an annual production capacity of 493,000 tons of energy production equipment (generators, turbines, reactor vessels, etc.). The firm plans to produce dust collection systems, including electrostatic precipitators, bag filters and multi-cyclones; air pollution equipment, including desulfurization and gas absorption equipment, etc. Cho Chul Hwan, Manager, Chemical Plant Sales, Dept., Samsung Heavy Industries Co., Ltd., 11th Floor, Dongbang Bldg., 250, 2-KA, Taepyung-Ro, Chung-ku, Seoul Korea. Cable: STARS SEOUL; Telex: GOLDTEX K27503; Telephone: 771-33, Ext. 3236. P-78619. OPIC.

3569, 3823—UNITED KINGDOM—Firm seeks licensing arrangement for the manufacture of **packaging machinery and instrumentation/control equipment.** Presently produces electronic weighing systems, checkweighers, miniature panel indicating lamps, automatic moisture control units, and batch counting systems. R. G. Dean, Marketing Services Manager, Hunting Electrocontrols Ltd., Cambridge Road, Bedford MK42 OLH, England. P-78647.

3573 — UNITED KINGDOM — Company seeks licensing arrangement to manufacture **document reading systems involving optical and magnetic character recognition.** The company is a subsidiary of the large Rue Group of Companies. It employs 400 people. A. J. King, General Sales Manager, De La Rue Crosfield, Ltd., 244/248 Lower High Street, Watford, Herts, England. P-78607.

3579—UNITED KINGDOM—Firm established in 1936 as manufacturer distributor and exporters of industrial fastening and packaging equipment seeks to manufacture under license **duplicating machines** of all types. The company has factories throughout the U.K. and overseas. It employs 2,500 people. A. G. Andrews, Group Managing Director, Ofrex Group Ltd., Ofrex House, Stephen Street, London W1A 1EA, England. P-78608.

3585—AUSTRALIA—Firm is interested in either a joint venture or licensing agreement to manufacture **air conditioning equipment,** 50 h.p. cooling only and reverse cycle. The company presently manufactures warm air gas and oil furnaces, air handling equipment, gas and oil boilers. Ernest Ugazio, Managing Director, Southern Heating Industries Co. Pty. Ltd., P.O. Box 140, Cheltenham, Victoria, Australia 3192; Telephone: 03/95-4022; cable: SOUTHERNHEAT MELBOURNE. P-78603.

3585—KUWAIT—Seeks a license to manufacture **A/C central air conditioning systems.** U.S. licensor would provide technical assistance during the start up period. The Kuwait industrial concern has paid-in capital of nearly $15 million. Eng. Fadhel Al Kazemi, P.O. Box 22261 Kuwait, Kuwait; Telex: 2009; Cable Coldstore, Telephone 412111. P-78677.

3585—UNITED KINGDOM—A manufacturer of **packaged air conditioning equipment and chillers** seeks licenses to produce allied equipment. The firm employs 400 and reports annual sales of $10.6 million. Mr. W. J. Baxendale, Sales Director, F. H. Biddle Limited, Newtown Road, Nuneaton, CV11 4HP, England. P-78666.

3600—UNITED KINGDOM—A manufacturer of **high quality electric equipment** seeks licenses to produce additional products for sale in the U.K. and Europe. Systems involving flow soldered printed circuit board assembly and test are preferred. The company is experienced in communications equipment, computers and medical electronics. Reports annual sales of $1 million. Employs 60. C. J. Messer, Managing Director, Hifi Limited, Station Road, Cradley Heath, Warley, West Midlands, England. P-78649.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States or against any United States person, and (b) to encourage and, in specified cases, to require United States persons engaged in the export of articles, materials, supplies or information to refuse to take actions, including furnishing information or entering into or implementing agreements, which have the effect of furthering or supporting such restrictive trade practices or boycotts. Violators of U.S. anti-boycott law are subject to severe penalties including fine, imprisonment and revocation of export license privileges.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.6 of the above-cited regulations.

3600—UNITED KINGDOM—Seeks licensing arrangement for the manufacture of **catering equipment, hospital equipment, butchery equipment and sanitary equipment.** Established 1903; employs 120. H. Hall, Managing Director, Hygienic Engineering Industries Ltd., St. Thomas Road, Huddersfield HD1 3LQ, England. P-78650.

3661—UNITED KINGDOM—Manufacturer of audio communications equipment, audible warning devices, microphones and receivers, seeks to manufacture under license **telecommunications components; communications industry components; electronic audible warning devices; and high output electronic sirens.** The firm employs 300. P. F. Deacon, Sales Director. A. P. Besson Ltd., St. Joseph's Close, Hove, East Sussex BN3 7EZ, England. P-78609.

3662—SAUDI ARABIA—Importer, wholesaler and retailer of generators, engines and water pumps wishes to associate with an American firm who would be interested in project requiring installation and maintenance of **safety and fire protection systems.** Mohamed Ibrahim Al-Zouman, P.O. Box 6317, Jidda; Telephone: 23486; Telex: 401450 MIZENT SJ. P-78620. OPIC.

3662, 3811, 3822, 3552—UNITED KINGDOM—An established firm manufacturing and designing electronics and electro mechanical instruments, seeks licensing arrangements in the field of **airborne avionics, industrial controls (electronic & hydraulic) and textile machinery/controls.** The firm also imports and distributes horological products. Employs 2,000. Christopher Wegerif, Deputy Group Marketing Director, Louis Newmark Ltd., 143 Gt. Portland Street, London W1N 6BP, England. P-78654.

3679—UNITED KINGDOM — Designers and manufacturers of electronic and communication equipment primarily for railway and other mobile uses seeks to manufacture under license **switching power supplies, mini computers, electronic agricultural testers, etc.** Firm was established in 1956 and employs 21 people. R. A. Ripper, Managing Director, Ripper Systems Ltd., 281/283 Bedford Road, Kempston, Beds. MK42 8QB, England. P-78610.

3679—UNITED KINGDOM—Manufacturer and distributor of **electronic components** (connectors, switches, relays, proximity switches) seeks licenses to make products within its current range. Firm employs 150, represents two U.S. companies. J. J. Curry, Managing Director, Astralux Dynamics Limited, Red Barn Road, Brightlingsea, Colchester, Essex, England. P-78655.

3679—UNITED KINGDOM—Firm seeks to make under license **passive electronic components and/or associated assemblies.** The company is a producer of film resistors and thick film circuits. Employs 150. B. G. Attwood Managing Director, Holsworthy Electronics (Sales) Ltd., Hacche Mill, South Molton, South Devon EX36 3LL, England. P-78656.

3691—MEXICO—A large, industrial conglomerate seeks licensing or technical agreement with a major U.S. **automotive battery manufacturer.** The Mexican firm is contemplating the purchase of a local battery producer, but will need technical know-how in order to facilitate production. Felipe Bueno, Grupo Industrial Saltillo, Servicios Especiales, Box 338, Saltillo, Coahuila, Mexico. Telephone: 38600 or 39390, Ext. 21; Telex: 038100. P-78595.

3743, 3825—UNITED KINGDOM—Subsidiary of Platt Industries Ltd., engaged in electrical and mechanical engineering seeks to manufacture under license all types of **rail and rapid transit equipment; energy saving devices; waste heat recovery equipment; and electronic variable speed drives.** Firm employs 2,400. Hugh J. Paul, Business Development Manager, Stone Platt Electrical, P.O. Box 5, Gatwick Road Crawley, Sussex RH10 2RN, England. P-78611.

3822, 3829—UNITED KINGDOM—Seeks licensing arrangements for the manufacture of items similar to its present line of production, e.g., **pressure switches, electric safety controls such as electrical interlock switches, electric safety guarding systems, pneumatic safety guarding systems and pressure transducers.** The firm was established in 1947 as electric and electronic engineers, manufacturing foot-operated switches, pressure switches, remote or operated switch controls for office and domestic equipment. It has offices throughout Europe, Canada, Australia and Japan. Peter M. Tracey, Managing Director, Herga Electric Ltd., Northern Way, Bury St. Edmunds, Suffolk, IP32 6NN, England. P-78615.

3823—JAPAN—Firm interested in locating American firms which have unique, advanced technology for **treating municipal waste water** on a larger scale (50,000 to 100,000 persons) than that of the so-called community plant. Firm was established in 1959 and is producing small size sewage treatment equipment (or community plant), industrial waste water treatment equipment, slaughterhouse and livestock waste disposal equipment. Established in 1959, the company employs 251. Testsuo Kamada, General Manager, Waste Water Treatment Department, Kyowa Kako K. K. (Kyowa Chemical Engineering Co.), Kyowa Building, 25-19, Nishi Gotanda 7 chome, Shinagawa-ku, Tokyo 141, Japan. P-78631.

3861—BOLIVIA—Firm desires to purchase **TV, films and video tapes** that could be used for local broadcast. The materials will be placed with Bolivia's University Television Stations, which broadcast in color using the NTSC standard. The firm is particularly interested in general audience educational materials, including such programs as Sesame Street. Tapes and films must be in Spanish. Roswitha Stenutz De Galindo, Dyna-Mic Marketing Ltd., Casilla 3279, Cochabamba, Bolivia. P-78617.

3873—ECUADOR—Ecuador has Andean Pact concession to produce **mechanical and electronic wrist watches, alarm and wall clocks.** Three local firms have been granted permission by the Government of Ecuador to manufacture these items. Additional information may be obtained by writing to Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78661. OPIC.

3949 — AUSTRALIA — Manufacturer is seeking a licensing arrangement for a **ball holder** which can be used to carry golf balls, ping pong balls and lead sinkers. This invention could be of interest to plastic producers. For additional information contact the Office of the Australian Trade Commissioner, Australian Consulate General, Suite 426, 636 Fifth Avenue, New York, N.Y. 10020. P-78618.

5411—BAHRAIN—Firm seeks joint venture partner to establish a **supermarket.** The estimated cost of the facility is $2.6 million. A representative of the firm will be in the United States in August for one month for discussions with interested U.S. firms. Please contact Mary C. Inoussa, Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230 for additional information regarding this opportunity. P-78663. OPIC.

7399—AUSTRIA—A firm which **packages various products on a contract basis** offers its services, facilities to U.S. firms. The Austrian company is equipped to package food products, seeds, cosmetics, tools and other items in blister and shrink packings, bagging of granular materials. Packaging for special sales and advertising campaigns, plus special assortment packing are also available. The company seeks cooperative arrangement with American concerns already exporting to Austria or firms considering the Austrian export market. The Austrian company is familiar with local regulations in packaging and believes that U.S. manufacturers using its services can save costs by shipping in large quantities. Heinrich Vetter, H. Vetter & Co., Hetzendorferstrasse 162, A 1130 Vienna, Austria; Telephone: (222) 825544; Telex: 7-6199. Firms responding to this opportunity are requested to send copies of their correspondence to the American Embassy, Ix Boltzmangasse 16, A-1091, Vienna, Austria. P-78596.

7922—SYRIA—Film director and producer seeks American sponsorship for an **educational television program.** The series will have 360 daily 15-minute episodes. It is the first such program in the Middle East aimed at sustained mass adult and children's education, to provide basic knowledge about the world of science, nature, culture, human behavior and achievement. Distribution rights are guaranteed for most of the Arab World. Productions are underway and the first broadcast is projected for January 1979. Prospectus on budget, distribution, target, audience, dramatic concept, etc. will be sent to all interested parties. For additional information contact: Commercial Section, American Embassy, Abu Rumaneh, Al Monsur St. No. 2, P.O. Box 29, Damascus, Syria. P-78664. OPIC.

Pakistan Will Establish Two Export Processing Zones

The Government of Pakistan is moving ahead with plans to establish export processing zones at Karachi and at Lahore to promote foreign investment in export oriented industries. Any business, whether foreign or Pakistani, which can arrange the entire investment in foreign exchange by its own resources, is eligible to set up industries in the zone.

All products made in the zone must be exported except by permission of the Zone Administrator. Certain products cannot be processed in the zone except with special permission. Prohibited industries include certain categories of textiles, sporting goods, shoes, luggage, ammunition, public sector manufacturers, and polluting industries.

Investment incentives offered include a 15-year income tax holiday, and exemptions from certain import controls and excise taxes. Interested firms may submit proposals to Hamid D. Habib, Chairman, Export Promotion Bureau, Government of Pakistan, Karachi, Pakistan. P-78630. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a joint venture or licensing agreement, write to the Domestic Investment Services Staff, Bureau of Export Development, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

FRANCE—Special industrial filters and pumps. Company wants equity participation in existing firm preferably located in the Midwest. U.S. firm should have a covered facility of 4,000 to 5,000 sq. ft. (which could be extended to 15,000 sq. ft.) and an air connection with Chicago. Interested company should have about 15 employees and be experienced in the production of mechanical components. Monsieur A. P. Dubreuil, Societe des Filtres SIEBEC, 8, rue Guy Moquet, 38600 Fontaine. File 3974.

GERMANY—Firm is interested in establishing a sales office and warehouse facilities on the East Coast. Size of storage building approximately 800 square meters. Initially 6 to 10 employees would be required. Company's products include **glass-fiber reinforced products** and **fire fighting equipment.** Manfred Vetter, Postfach 1260, 5352 Zuelpich-Langendorf. File 3975.

GERMANY—Electrical and non-electrical kitchen appliances. Firm is interested in establishing assembly facility. The appliances presently produced by firm include vegetable, bread and sausage slicers and mincers, baking and food warming units and related non-electrical accessories. Company would also entertain joint venture proposals from U.S. manufacturers in the small, kitchen appliances sector, which have a national or extensive regional distribution position. Vice Consul Kevin Kearns, American Consulate General, APO New York 09757. File 3976.

GERMANY—Machines for **thermosetting plastics.** Company is interested in equity participation in U.S. facility manufacturing injection molding machines, compression molding machines and pre-plasticizers. Herr Wolfslast, C. & W. Berges Maschinenfabrik, D-5277 Marienheide. File 3977.

GERMANY—Electronic servo amplifiers, electronic **positioning and regulating systems** (Minimerik), and electronic **winding reel controls.** Company wants to rent a small existing building to be closer to U.S. technology and know-how. The manufacturer plans to purchase production equipment, measuring apparatus and the like in the U.S., and is interested in obtaining investment information from the Northeastern and the Middlewest states. Mr. Hauser, Manager, Hauser Elektronik GmbH, Marlener Strasse 19, D-7600 Offenburg. File 3978.

Joint venture

GERMANY—Plastic forming machinery; injection molding and compression. Company interested in having U.S. joint venture partner for production of its machinery under license in the U.S. for distribution in the U.S., already served from overseas plant, and possible distribution in Canada and Latin America. Company also interested in producing U.S. machinery in its German plant under license. Ernest F. Sauerbruch, Manager, Fahr-Bucher GmbH, Gewerbestrasse 31, D-7702 Gottmadingen. File 3979.

GERMANY—Awnings, tents, and **covers** for boats, vehicles, equipment. Company wants to establish production facilities in the U.S. in cooperation with an American producer of heavy textile material. Wolfgang Hoehnke, Export Manager, Gottschalk & Co. GmbH, P.O. 101440, D-3500 Kassel. File 3980.

GERMANY—Heat recovery and energy-saving systems, such as coal gasification. The U.S. partner should be manufacturer of pumps, valves and heat exchangers. The German firm offers engineering know-how and financial participation. Dr. Ing. W. Albrecht, L & C Steinmuller GmbH, Postfach 1949/1960, 5270 Gummersbach 1. File 3981.

GERMANY — Plastics scrap recycling plant. New process for recycling plastics scrap materials, including laminated scrap stampings, into dyeable granulates, which can be used for production of new plastics parts. Materials suitable for the process include PVC, ABS, polyethylene, polyurethane foam, polyamide, and others as well as carrier substrates made of jute, cotton, rayon, nonwovens, paper and cardboard. Ernst A. Holzapfel, President, Gebr. Holzapfel & Co. KG, Postfach Eschwege 320, 3446 Meinhard-Frieda. File 3982.

GERMANY—Weaving beams and other weaving machinery accessories. Company interested in U.S. partner generally in the same or a related field of the textile machinery industry probably in South Carolina, North Carolina or Georgia. E. Scholze KG, c/o Hans D. Scholze, President, Sachsenberger Strasse, D-3558 Frankenberg/Eder. File 3983.

PAKISTAN—Food processing and packaging operation. Pakistani company well established in production of fruit juices, squashes, syrups, jams and jellies interested in equity participation in processing of exotic fruits and oriental food preparations. All raw material and technical know-how to be supplied by Pakistani company in position to invest up to 55 percent of total project. Company's partners own and operate Shezan Restaurant, New York City. Saifi Chaudhry, Chief Executive, Shezan International Ltd., Bund Road, Lahore. File 3984.

UNITED KINGDOM—Machinery and systems for **packaging produce** such as apples, pears, oranges, and other fruits and vegetables. G. R. Collins, Marketing Manager, Dufaylite Developments Ltd., Cromwell Road, St. Neots Cambridge. File 3985.

Licensing

FRANCE—Manufacturer of high quality **knit outerwear for men and women** such as sweaters, cardigans, pull overs, skirts, etc. seeks a license for manufacturing and distributing its line of products in U.S. M. Raymond de Saint Roman, President, Compagnie Industrielle de Tissage, C.I.T.—Tanagra, rue des Escoles 30440, Sumene. File 3986.

FRANCE—Surgical automatic swabs box. Opto-electronically controlled box has unique features and competes favorably with traditional manual boxes requiring an operator. Mr. Charpenel, Biologist, 12 Avenue Thiers, 26100 Romans. File 3987.

GERMANY—Special types of diet breads made from rye, wheat and oat food products for diabetics on rye or wheat basis in the form of cookies, cakes and bread. Mr. Martin Jaggo, Artus Brotfabrik, Teichstrasse 1-2, D-8402 Neutraubling. File 3988.

GERMANY—Mobile heavy goods storage systems. Firm seeks licensees for manufacture of its "Movopakt" mobile storage system and its "Honeycomb Frame Cassette" storage system. Firm also interested in a cooperation arrangement under which the German firm would ship mobile undercarriages to a U.S. manufacturer of stationary storage systems. The carriages could be mounted on U.S. manufactured systems. Herr von Delft, Otto Kind GmbH, Postfach 1240, 5277 Marienheide. File 3989.

GERMANY—Poisonous trap for rats, field mice and other rodents. The trap is weatherproof, suitable for use in sewer systems, and designed so that it can not harm pets or farm animals. The cost of production in Germany is DM 1. per box. Mr. Kronenberg, Geb. Kronenberg, Pflanzenschutztechnik, Siegstrasse 4, 5000 Koeln 40. File 3990.

GERMANY—Anti-slip device for the **transport or storage of parcels.** The anti-slip device has a securing plate of steel and is of substantially rectangular construction. U.S. Patent No. 4,078,673. Herr Juergen Wilhemi, Mgr., Bulldog GmbH, Boschstrasse 3, 2808 Syke-Industriegebiet. File 3991.

GERMANY—Invention of a new **method of prestressing cylindrical RCC tanks or cells** used for storage of fluids or gases. It can also be used for prestressing of atomic reactor cells. Tanks or cells of very large diameters can be built at relatively low cost. D. Magadum, Soliteuedeallee 4, D-7015 Korntal. File 3992.

GERMANY — Prefabricated insulating boards for constructing walls. Shuttering elements are taken from the stack, opened and set up in rows and filled with concrete. The system may be used for any floor plan and any building providing greater thermalinsulation at no additional cost. Ms. Doris Atkind, European American Bank & Trust Co., Banking Corp., 10 Hanover Square, New York, NY 10015. File 3993.

GERMANY — Petro-additives. A major German chemistry firm is interested in cooperation with U.S. firm in the field of petro-additives, placing emphasis on new developments for economizing energy and improving the exploitation of natural gas products. Harold Cornels, Th. Goldschmidt AG, Goldschmidtstrasse 100, 4300 Essen 1. File 3994.

GERMANY—A German firm is interested in exchanging licenses with U.S. manufacturers of **heating equipment** and **plate working machinery.** Herr. Kroeger, Eisen- und Stahlbau GmbH, Postfach 1126, 5222 Morsbach-Siegen. File 3995.

GERMANY—Laboratory scientific and technical **glassware.** Interested in obtaining licenses for manufacture and providing its technology to U.S. companies under license. Joachim Hilgenberg, General Manager, Hilgenberg-Glas, Strauchgraben 2, D-3509 Malsfeld. File 3996.

GERMANY—Clocks, chronometers, control watches. Licensing & reverse licensing for the manufacturing of time switches (two pole); synchronous time switches; synchronous clocks; digital time clocks; miniclocks; industrial controls; watches; aircraft flight, nautical & navigational instruments; automatic pilots; micro synchronous induction motors. Diehl KG, Diehl Schaltsysteme, Stephanstrasse 49, D-8500 Nuernberg. File 3997.

GERMANY—Manufacturer of **spray driers** and **atomizer nozzles** for technical, chemical and other special purposes interested in granting two-way production licenses. Dipl-Ing. G. Ladisch & Co., Reichenaustrasse 81, D-7750 Konstanz. File 3998.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Fisheries

0919000—JAPAN—Waste round clam shells; diameter 3.5 in. or over; monthly requirements estimated at one short ton. Wants samples, c.i.f. Yokohama; quotations preferred, and delivery terms. Gloire is a small trading firm with 10 employees handling a diversified line of products. Annual sales, $500,000. Reply to—Makoto Shindo, Managing Director, Gloire Co., Ltd., 3-14-3 Mejiro Toshima-Ku, Tokyo 171. Phone (03) 953-3347; Cable, Wugloirek Tokyo.

Broad woven fabric mills, cotton

2211430, 2259098 — BELGIUM — Cotton terry toweling; knitted towels & washcloths. Estab. 1/78, imports/exports large range of products, mainly consumer goods. Sells in Europe, Africa & Asia. Employs 3 & expects annual sales volume of approx. $500,000. Reply to—Mr. M. Marshi, Mng. Dir., Europa-Impex S.A., Rue de Bruyne 44, B-1070 Brussels, Belgium. Tel. 02/523.91.28; Telex 63324.

Men's, youths', boy's furnishings, work clothing

2321400—GERMANY—1,000 pieces men's shirts (white) with long sleeves; 600 pieces men's shirts (white) with short sleeves; 20,000 pieces men's shirts (bamboo-colored) with long sleeves; 15,000 pieces men's shirts (bamboo-colored) with short sleeves. Corres. in German. Reply to —Der Polizeipraesident in Berlin, Abteilung, Verwaltung—ZD I L112, Tempelhofer Damm 1-7, 1000, Berlin 42, Germany. Tel. (030) 6991; telex 183771. Bid deadline Sept. 15, 12 noon.

Transmission equipment

2491112-18, 3641000, 3643000, 3612200, 3629111, 3825100, 3315100—JAMAICA—Steel transmission towers. Wood poles (treated); crossarms (treated); pole line hardware incl. insulators. Conductors, lightning arresters, line switches. Distribution transformers, voltage regulators. Capacitators. Meters & accessories. Underground cables & accessories. Tender docs. must be obtained from address below for US$75.00 prior to submitting offers. Project will be in 3 separate contracts. Installation of & supply materials for transmission (138 & 69kv); supply materials for & construction substations. Program known as 2nd power project & financed by US$20 million loan from World Bank (loan 1516-JM). About US$17.5 million will be used to purchase goods & services from overseas. Obtain bid docs. from—Purchasing Agent, Jamaica Public Service Co. Ltd., P.O. Box 54, Kingston, Jamaica. Tel. 926-3190.

Plastic products

3079211 — SWITZERLAND — Air mattresses. Small, successful importer & distrib. of items for outdoor living, & health & exercising equip. Good reputation. Bank ref.—Swiss Credit Bank, Muribern. Reply to—Mr. H. F. Meyer, Mgr., Reltrading, Gutenbergstrasse 20, 3011 Bern, Switzerland. Tel. 031/25 10 12; telex 33950.

Pottery, related products

3262014—GERMANY—Vitreous china & porcelain tableware—coffee & tea sets. Firm founded in 1974. No employees. Method of payment recommended—L/C. Reply to — Joachim Marunn, Kottwitzstrasse 64, 2000 Hamburg 20, Germany. Tel. 040-40 65 10; Cable-CONTRA Hamburg.

Abrasive, asbestos, non-metallic mineral products

3292610—IVORY COAST—Vinyl asbestos floor tile, plain backing & adhesive backing. Estab. 1972, engaged in distribution of building materials. Sells to wholesalers & has good distribution network up-country. Previously imported mainly from Italy & France now seeks U.S. offers for above. Requests price lists & literature. Corres. in French. Reply by airmail to—Mubeiddine Osseiran, Dir. Gen., Cidi-Cotivoirenne D'Importation et De Distribution, P.O. Box 1755, Abidjan, Ivory Coast. Tel. 35-66-40.

3293200—EGYPT—Magnetic gaskets profile in lengths & completely welded. Tender docs. must be purchased from foreign procurement dept. at address below for L.E. 10 ($14.28) per copy prior to submitting offers. Offers must be submitted through registered Egyptian commercial agent from public or private sector. Obtain bid docs. from—Delta, Industrial Co., Ideal, 18, Emad El Din St., Cairo, Egypt. Refer to tender no. 61/78. Bid deadline Sept. 27, 12 noon.

Rolling, drawing nonferrous materials

3356992—AUSTRIA — Rosin-core solder wire of a 85/15 brass alloy; dimensions in mm—0.36 0.40, 0.50, 0.60, 0.70, 0.80, 0.90 & 1.00. Mfr. of costume jewelery. Documented offers with price quotations c.i.f., Hamburg, Germany, or c.i.f., Linz, Austria, requested. Open account of c.o.d. terms of payment preferred. Time of delivery—ASAP. Reply to—Mrs. Fischer, E. Fischer & Co. KG, Schmuckketten, Gablonzerrweg 5, A-4020 Linz. Tel (7222) 81831.

3357400—IRELAND—Supply, install, test & commission 300 circuit aerial coaxial cable systems on following routes: 1) Tralee-Camp-Annascaul-Dingle; 2) Athlone-Ferbane-Cloghan-Banagher; 3) Killorglin-Cahirciveen; & 4) Loughrea-Tynagh-Portumna in accordance with spec. no. 4ml/78. Financed by central govt. funds. Bid docs. must be obtained from address below prior to submitting bids. Obtain bid docs from—The Engineer-in-Chief, Dept. of Posts & Telegraphs, Contracts Section, Marlborough St., Dublin 1, Ireland. Refer to bid no. c/610/9/14; bid deadline Sept. 14.

Cutlery, hand tools, gen'l hardware

3429832—ITALY—Combination locks for suitcases. Est. annual potential sales value approx. $60,000. Small mfr. distrib. of various metal accessories for apparel, leather & electronic industries. Estab. 1973, employs 30, has network of 13 reps. & 1 salesman & sells throughout whole of Italy & Europe. Share capital 50 million lire & business turnover was approx. $2 million in 1977. Waiting f.o.b. quotation (or others if applicable). Reply to—Alberto Marchesi, Minu Minuterie Metalliche SRL, Via Cimabue, 7, 20032 Cormano (mi), Italy. Telex 25496 MINU; phone 02/619-3661-6192540.

Heating apparatus, plumbing fixtures

3433785—GERMANY—Oil burner aggregates, which are directly heated. Expects annual import volume of $150,000 for first year. Buyer, middle sized mfr. of wood processing machinery, is planning expansion & wishes add U.S. products to program. Able to maintain & repair equip. Has staff of 100. Lists annual sales DM 10-12 million. No special requirements as to price quotation & terms of payment. Favorably known to consulate general. Reply to—Manfred Lehmann, Ludwig Bollmann KG, Hardtbergstr. 8-10, D-7703 Rielasingen, Germany. Telex-793 816; tel.-7731/22977.

Fabricated structural metal products

3441341, 3643000, 3644225-46—BOLIVIA—Ende working on interconnection of central system with northern project. Project consists construction approx. 110 km 115 kv transmission line & 220 km 220 kv transmission lines. For above project, firms invited to offer proposals for design, production, tests, guarantees & supply c.i.f. Antofagasta, Chile for following items—steel towers; aluminum conduits: insulators; electric hardware. Financed by Interamerican Dev. Bank. Specs. must be obtained from address below for US$150 per ea. item prior to submitting offers. Firms can ask for more info from same address. U.S. firm must have Bolivian rep. Obtain specs. from—Empresa Nacional de

Electricidad S.A. Ende. Casilla 565, Cochabamba, Bolivia. Refer to bid no. 61p-E-2203; bid deadline Oct. 17.

3441381, 9915106 — PHILIPPINES — Supply & installation, supervision constant discharge gates for Chico River Irrigation Project (CRIP) & Magat River Multipurpose Project (MRMP) in provinces of Apayao & Isabela, respectively. Tender calls for design, mfr., testing, painting & supervision installation, of all embedded parts, supervision testing after installation, & supervision final installation all works specified in contract. Mfrs. or their duly authorized reps. shall be permitted to bid on individual package. Govt. received loans from World Bank in various currencies toward cost of projects. Bids will be accepted only from or in behalf of mfrs. of well known registered brands of equip. & apparatus called for whose offices or mfg. facilities located in member nations of World Bank incl. Switzerland. Interested bidders must obtain contract docs. upon non-refundable payment. U.S.$50 per copy at address below prior to submitting offers. Bidders required submit together with their bids qualification data which will indicate mfrs. capability provide work called for in contract. Cable, NIAPHIL, Manila; telex 7420 ph; tels 97-60-71/75. Obtain docs from—Reynaldo P. Enriquez, Secretary on Prequalifications, Bids & Awards (Intl.), Natl. Irrigation Admin., Edsa, Diliman, Quezon City, Philippines D-758. Bid deadline Sept. 19.

Screw machine products

3452400—EGYPT—Screws & pins. Tender docs. must be purchased from foreign procurement dept. at address below for L.E. 10 ($14.28) per copy prior to submitting offers. Offers must be submitted through registered Egyptian commercial agent from public or private sector. Obtain bid docs from—Delta, Industrial Co., Ideal 18, Emad El Din St., Cairo, Egypt. Refer to tender no. 62/78; bid deadline Oct. 4.

Fabricated metal products

3496973—JAPAN—Shopping carts (with built-in baby seat) for self-service stores. Est. annual purchase $100,000. Medium-sized importer/exporter of gen. merchandise. Has received above inquiry from super-market chain operators. Capital $60,000. Annual sales $1 million. Ref.-Shisaibashi Br., Sumitomo Bank, Osaka. Reply to—Takao Murata, Exec. Mng. Dir., Murata & Co., Ltd., Imai Bldg. 4, Kitahorie Kamidori 1-Chome, Nishi-ku, Osaka 550. Cable MURACODE Osaka; Tel. 06-531-9333.

Engines, turbines

3511100 — INDIA — Supply, supervision, erection, testing & putting into commercial operation of one 40-mw. reversible Kaplan pump turbine & 1 synchronous generator-motor required for unit II of DVC's Panchet Hill power station. Details, tech. specs. with bid drawings, gen. terms & conditions, etc. must be procured directly on payment of RS.200 ($24.72) prior to submitting offers from—Chief Purchase Officer, Damodar Valley Corp., Central Purchase Org., Bhabani Bhawan Alipore, Calcutta 700027, W. Bengal. Bid deadline, Sept. 28, 11 a.m. Refer to Bid No. Pe-Spec-388.

3511100, -1261, 3613100, -2200, 9918102, -201, -203 — INDONESIA — PLN (govt. owned electric utility), Agency Min. Mines & Energy, invites sealed bids covering design, mfr., supply & erection generating equip., & hydro mechanical equip. & design, mfr., supply & supervision on erection transmission line materials, substation & power line carrier for Maninjau hydro electric project. Financed from proceeds of ADB loan no. 260 ino. Project site located at outlet Maninjau Lake, 125 km N. Padang, W. Sumatra. Bidding docs. consist of—I. generating equip. lot 1-3 hydraulic turbines & 1 (option) unit 17,500 kw with it's ancillary equip.; lot 2-3 a.c. generator generators & 1 (option) unit 21,500 kva, indoor, switchgear & control equip. with it's ancillary equip.; lot 3-three 150 kv main transformer & 1 (option) unit 21,500 kva, station service transformer, 150 kv & 20 kv switchgear, oil handling equip. & oil tanks. II. Hydro mechanical equip. 2 weir stoplogs, 2 intake trash racks, 1 trash rack cleaning machine, 1 intake service gate, lake level measuring equip., inspection carriage for penstock, steel lining section for underground penstock, & draft tube stoplogs. III. Transmission line materials, substation & power line carrier. Lot 1-Transmission line materials. 150 kv transmission line, approx. 95 km, 20 kv subtransmission & distribution lines, approx. 25 km. Lot 2-substation equip. 2 x 30 mva (150/20 kv), 2 x 20 mva (150/20 kv) & 2 x 20 mva (20/6 kv) transformers, switchgear & control equip. & power line carrier telephone equip. U.S. listed in tender docs. as eligible supplier. Complete or partial sets bidding docs. may be examined & obtained against payment of rupiah 75,000 (approx. $180.72) per set (non-refundable) for generating equip. (lot 1, 2 & 3), rupiah 60,000 (approx. $144.58) for hydro mechanical equip. & rupiah 45,000 (approx. $108.43) for transmission line materials, etc. from Dir. of Planning, Purusahaan Umum Listrik Negara, Jalan Trunojoyo Blok M I/135, Kebayoran Baru, Jakarta Selatan, Indonesia. Bid deadline Nov. 15.

3511100, 9918102 — ARGENTINA — Potrero Del Clavillo Hydroelectric Project, located near Andalgala, on border of provinces Tucuman & Catamarca, will constitute one of major hydro-electric & irrigation projects in no. region Argentina. It will supply about 50 percent total demand for power of provinces of Salta, Jujuy, Tucuman, Catamarca & Santiago Del Estero. Potrero Del Clavillo scheduled to be operational in 1984. Cost project est. at US93 million. Construction Potrero Del Clavillo dam was initiated in 1974, but presently stalled. Agua Y Energia Electrica (A&EE), govt. owned power utility in charge of this project does not plan to resume civil works until 1980 at earliest. Civil works contract will be open to bidding only from Argentine contractors. Turbogenerator groups are only significant items equip. likely to be imported. Design stage for power station being completed. Call for bids is, however, not expected until 1979 at best. Power house will be equipped with 2 Pelton or Francis-type turbogenerator groups of 60mw ea. For further info. interested firms may contact —Ingeniero Hermes A. B. Jaquenod, Gerente De Estudios Y Proyectos, at address below. Contact—Agua Y Energia Electrica, Lavalle 1554, 40 Piso, Officina 404, Buenos Aires, Argentina.

3511270—ARGENTINA — Buenos Aires Provincial Energy Supply Utility Direccion de la Energia de la Provincia de Buenos Aires (DEBA), will be purchasing 2 gas turbines to be installed at Bahia Blanca. Both turbines will have 20 to 30mw rating. Call for bids likely to come out in late 1978; DEBA hopes units will be operational no later than last quarter 1979. They will serve to cover cap. shortage which expected to materialize in 1979-1980 & last until larger & more permanent power plant can be brought on line. For further info. on this project interested firms may contact address below. In addition, Agua y Energia Electrica (A&EE), one of govt. owned power utilities, also planning to purchase 2 gas turbines in immediate future. These turbines would be installed in CUYO (Mendoza) grid area & in northeastern grid area. Rating requirements have not yet been determined with precision. However, it is likely units ranging from 40 to 60 megawatts required. For further info. on this project, interested firms may contact—Ing. Anibal Blanco, Presidente, Agua y Energia Electrica, Lavalle 1554, 3 Piso Buenos Aires. Contact—Ing. Walter Viader, Administrator Gen., Dirreccion de la Energia de Buenos Aires, Calle 55, no. 570, La Plata, Argentina.

Farm machinery

3523098—ARGENTINA—Sod farm equip. Currently engaged in fumigation activities & sale of related equip., & diversifying into sod farm operation, & sales of related equip. Quote F.O.B. Send product literature & describe field. Write to— Juan A. Valenza, CIA. Fumigadora Americana S.R.L., Billinghurst 842, San Isidro, Pcia. Bs.As., Argentina. Tel. 743-7113.

Construction machinery

3533100 — BURMA — Supply 950 Tricone roller bearing rock bits of various types & sizes. Financed from Myanma Oil Corp. current budget. U.S. Embassy, Rangoon, will forward copies of bid invitation & specs. to interested U.S. firms on request, citing "T"0082. Bid docs. must be obtained prior to submitting bids. Refer to bid no. 36(t)mcy-mox/exp (78-79). Submit bid docs to—Procurement Mgr., Myanma Oil Corp., 604 Merchant St., P.O. Box 1049, Rangoon, Burma. Bid deadline, Sept. 30.

3533417 — GREECE — Supply 2 complete rotary drilling rigs mounted on diesel lorry. Financed from PPC's budget. Bid docs. obtainable from address below free of charge & must be obtained prior to submitting offers: Public Power Corp. (PPC) Purchasing Dept., 55 Stournari St., Athens 102, Greece. Bid deadline, Sept. 15, 9:15 a.m. Refer to bid no. 198011.

3531000, 9916300, 3732000,-5000, 3563100, 3531400,-6200,-7100 — YEMEN (Sana) — Ports & Marine Affairs Corp., Yemen Arab Rep., is opening tenders for following contracts for port of Hodeida. Contract no. 1—civil engineering works—berth no. 6 (195m long, 9.5m deep, cellular), 2 oil berth dolphins & anchors, 500t slipway & 160m of harbor craft jetties, 98,000m sq. paving & rds., services, rehabilitation berth 1-3, port admin. & other bldgs. Contract no. 2—Sec. 1-15m pilot boat. Sec. 2-75t fully revolving floating crane. Contract no. 3—supply & commissioning mechanical plant—sec. 1 (cranes) —4 high level boom port type mobile crane on 4 wheels with outriggers & high & low cabs to lift 20asat 7.5m radius. 1 port type mobile crane on 4 wheels to lift 5t at 9m radius. Sec. 2 (fork lift trucks)—6 2t electric, 15 3t diesel & 7 7t diesel, all on holomatic tires. Sec. 3 (trailers)—50 10t 4 wheel, 4x1.8m. Sec. 4 (tractors)—20 to pull 2 10t trailers up 1/10 slope. Sec. 5 (conveyors)—10 diesel driven 10m mobile elevating bag or box conveyors. Sec. 6 (animal cages)—10 for lifting sheep & 10

for cows. Sec. 7 (workshop equip.)—steam cleaning, sand blasting, paint spraying, tire changing, air compressors, bottle jacks, chain blocks, hydraulic bush press & mobile service vehicle. Sec. 8 (generator)—100 kva air cooler diesel 400v. Tenderers required to tender for whole of contract no. 1 &/or all or any complete secs. contracts 2 & 3. Contractors & suppliers wishing to tender for any of contracts should write to below address for contract docs. Also should send brochures illustrating products & specify which contracts or secs. contracts for which tender will be made. Write to—Sir Alexander Gibb & Partners, Early House, London Rd, Reading, United Kingdom. Refer to contract nos. above.

3536211—TUNISIA—2 overhead traveling gantry cranes for container handling (by state railroad) with following identical characteristics—lifting cap. 25 tons; lifting height up to hook, 8 meters, lifting speed 8 meters/min., direction speed; 20 meters/min., traveling speed; 30 to 40 meters/min., cable length; 75 meters. Cranes should comply with standards for European material handling federation. Cranes to be delivered in large elements so that assembly should be as simple & easy as possible. Offers, docs. & drawings must be in French. Bids in fixed non-revisable prices, per unit ex-factory, f.o.b., C & F landed at Port of Sousse for 1 crane & Port of Gabes for other. Selection of best offer to be based on following criteria—price payment terms, delivery date, equip. design & bidder's refs. Bidders should indicate cost for technicians to install cranes & put them in running condition in Tunisia. Tender docs. & specs. & drawings of concrete structure on which cranes will be installed must be obtained prior to submitting offers. Obtain bid docs. from—Monsieur le President Dir. Gen., Societe Natl. des Chemins de Fer, Tunisiens (SNCTFT), 67 Ave. Farhat Hached, Tunis, Tunisia. Telex 12019TN; tel. 242 188. Bid deadline Sept. 15.

3536212—PANAMA — IRHE, Panama's electric power authority, invites firms to bid to supply, deliver, install, & supervise, (turn key), erection 160 tons over road bridge type crane, in power house, of La Fortuna Project. Partially financed by World Bank, & only contractors resident in eligible member countries can participate. Bid docs. & specs. can be consulted at below IRHE off. & at Chas. T. Main Intl, Inc. Boston, Mass., & at Panama embassies in U.S., France, Italy, U.K., Germany, Switz., Brazil, Spain & Japan. Complete set docs. obtainable upon payment $100 at IRHE off. in Poly Bldg., 26th St., Panama City, & must be obtained prior to submitting offers. Fortuna Hydroelectric Project $260 mililon dam being constructed by Swedish consortium in Chiriqui Province, & will have installed cap. 280 m.w. Project scheduled for completion by 1982. Tel 25-1300; telex 2239. Docs. consulted at—Ing. Domingo Perdomo, Dir. Proyecto Fortuna, Instituto de Recursos Hidraulicos y Electrificacion, Apartado 5285, Panama 5, Panama. Refer to IRHE bid no. 537-78; bid deadline Oct. 2, 10 a.m.

Metalworking equipment

3541000, -2000, -9300, -9500, 3537100, 3553100, 3623000—INDIA — Mr. Lalwani, Dep. Chief Mechanical Engineer, Central Railway (CR), announced that CR has drawn up plan to modernize 5 of its oldest workshops. These workshops are located at Matunga & Lowre Parel in Bombay, & at Kanchanpada, Chitaranjan & Kharagpur, all in W. Bengal. Govt. India is currently negotiating $200 million loan from Intl. Dev. Assoc. According to Mr. Lalwani modernization of Matunga workshop, which is one of the oldest railroad workshops in country, would be taken up first. Matunga workshop modernization project est. to cost RS. 75.5 million or approx. $9.5 million. CR plans to procure a wide range of machinery & equip. for its various shops at Matunga through global tender by 1/79. CR's machinery requirements are available from Dept. Commerce, TOP, Room 2321, Wash. D.C., 20230, tel. 202/377-2251. Write to—G. K. Lalwani, Deputy Chief Mechanical Engineer, Carriage & Wagon Workshop, Central Railway, Matunga, Bombay 400 019, India.

3541000—INDIA—List of machine tools required by BHEL & cost ea. tender docs., available from Dept. Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel 202/377-2551. Tender docs. available below address by sending check to order of accounts officer (cash) BHEL (Heep), Hardwar. Interested bidders must obtain tender docs. prior to submitting bids. Import likely against free foreign exchange. Obtain bid docs from—Senior Mgr. (mm), Bharat Heavy Electricals Ltd., Heavy Electrical Equip. Plant, Ranipur, Hardwar 249403, India.

3551313, -320, -421, -425, -427—YUGOSLAVIA — Meat, poultry & vegetables processing & preparation & packaging machinery & equip. Presently involved only in production chicken meat, eggs, boilers, & wants to expand in field processing chicken meat in combination with other kinds meat into hot meals incl. veg.-10,000 meals shift (or about 4 tons). Meals prepared in individual serving containers & shipped hot to institutional users wthin 50 mile radius; sterilized meals for retail sale with veg.-20,000 meals shift (about 8 tons); chicken pate & meat snacks in cans—4 tons shift; chicken wieners—2 tons/shift; chicken bologna salami — 2 tons shift; -smoked chicken meat—3 tons shift; semi-perishable salami chicken & other meat mix—2 tons shift; non-perishable chicken salami—2 tons shift. Total cap. plant should be 27 tons shift. Construction bldgs. of plant to begin in 4 weeks. Wants to buy most advanced equip. & technology & to have its workers trained for production. Would like to have direct contact with U.S. producers such equip. ASAP & invites reps. U.S. firms to come to Koka for direct & more detailed discussions. Willing also to enter joint venture agreement if suitable for U.S. firms; however, straight sale equip. & technology satisfactory since funds for project already secured by Koka from own resources. Reply to—Vladimir Posavec, Director, Koka, Oour "Koka-Commerce," Ulica JNA 6, 42000 Varazdin, Yugoslavia. telex 23240; reply ASAP.

3551443—EGYPT — Complete automatic plant for preparing & packaging of sugar cubes in one kilogram boxes. Capacity of output to be 100 tons of sugar cubes/24 hrs. Tender docs. may be purchased or mailed upon request for the sum of one hundred pounds sterling incl. mailing. Tenders must be submitted through registered Egyptian commercial agents from the public or the private sector. Bids also must be accompanied by a provisional deposit of U.S. $60,000 or the equivalent in hard currency. Bid docs. must be obtained from address below prior to submitting bids. Obtain bid docs. from—The General Organization for Industrialization, 6, Khalil Agha St., Garden City, Cairo, Egypt. Reply to tender no. 10/78; bid deadline Oct. 10, 12 noon.

3559589—MEXICO — Manure processing equip. incl.—collecting & treating equip., homogenizer for fresh manure, special pumps (suction, flow, agitator pump), integrated mixer & agitator, pouring equip. integrated pump & air injector for biological treatment 1000 m3/day. Financed by Interamerican Dev. Bank. Interested firms must be registered with Secretariat of Programming & Budget either directly or through their reps. Bid docs. must be obtained at address below prior to submitting offers. Experience, tech. & financial capacity, & merchandise on stock will be considered in bid selection. Firms selected to bid will receive written notfication within 30 days after bid deadline. Equip. must be delivered within 90 days after contract award. Obtain bid docs. from—Luis Vicente Echeverria Zuno, Rep., Banco Nacional de Credito Rural, S.A., Gerencia de Adquisiciones y Ventas Del, Prodel, Hamburgo 31—Piso 2, Col. Juarez, Mexico 6, D.F. Refer to tender 10-70/001 (0800). Bid deadline Sept 25, 12 p.m.

General industrial machinery

3563141—YUGOSLAVIA — Separable natural gas compressors powered by gas engines, & integral gas compressors. Complete compressor units with all necessary equip., controls, start-up devices, coolers, suction & discharge scrubbers, safety devices & instruments. Financed by IBRD loan of $11 million under Naftagas Gasline Project. Only mfrs. of proven experience should apply. Tender docs. must be obtained from Naftagas upon payment of $500 to Vojvodjanska Banka in Novi Sad, Account No. 65700-620-219-7100000-208/248 with indication "for purchase tender docs." Docs. available through Sept. 18. Addl. info. can be obtained from Naftagas, tel. 367-677 or telex no. 14 388. Obtain bid docs. from—Naftagas, Narodnog Fronta 45, 21000 Novi Sad, Yugoslavia. Refer to 4938R/O/gas. Bid deadline Sept. 22.

3569200—EGYPT — Filter dryer. Tender docs must be purchased from foreign procurement dept. at below address for L.E. 10 —($14.28) per copy prior to submitting offers. Tenders must be submitted through registered Egyptian commercial agent from public or private sector. Obtain bid docs. from—Delta Industrial Co., Ideal, 18, Emad El Din St., Cairo, Egypt. Refer to tender no. 63/78. Bid deadline Oct. 11, 12 noon.

3569589—JAPAN — Automatic machinery to mfr. buckles for belts of police or military uniforms. Est. purchase $30,000. Exporters of textile products, used boats & chemical plants. Annual sales $1 million. Ref.—Tokai Bank, Nagoyako Br., Nagoya. Reply to—Mickey Ishiguro, Mgr., Overseas Mkt., Takuyo Co., Ltd., 1268-1 Santo Hoshin-cho, Minato-ku, Nagoya 45, Japan, Cable—TAKUYOCO NAGOYA. Tel. 052-382-2356.

Office, computing, acct. machines

3573113, -230, -260, -270, -280, -300, 9921102—SWITZERLAND — Microcomputer system; peripherals; software. Reputable distrib. of electronic instrumentation. Estab. 1975. Has arrangement with 2 agents. Sales territory—Switzerland, Europe. Formerly represented Compucord, a Los Angeles Co. which no longer exists. Bank ref.—Swiss Bank Corp., or Raiffeisenkasse, 3550 Bowil. Will consider any proposal. Interested in acting as distrib., agent, servicing & training center of U.S. co. in Switzerland/Europe. 5 repairmen for special electronics & 4 for general repair.

Annual turnover $500,000. Reply to—Alfred Siegrist, Pres., Siebo Ag, Kemisstrasse, 3553 Bowil-Bern, Switzerland. Cable SIEBO BOWIL. Tel. 031/44 49 91 or 91 25 25.

Service industry machines

3585500—EGYPT—90,000 condensers for refrigerators. Tender docs. must be purchased from foreign procurement dept. at below address for L.E. 10 ($14.28) per copy prior to submitting offers. Tender must be submitted through registered Egyptian commercial agent from public or private sector. Obtain bid docs. from—Delta Industrial Co., Ideal, 18, Emad El Dine St., Cairo, Egypt. Refer to tender no. 60/78. Bid deadline Sept. 20, 12 noon.

3589281—BANGLADESH—Supply & installation sewage treatment & refuse disposal plant at Bangladesh Ag. University, Mymensingh on turn-key basis. Plant work comprises earth work (mostly lagoon embankment), pavement, brick driveway, yard piping, miscellaneous buried structure, pump station, manholes, clarifier with skimmer, wood frame sheds, refuse processing & compost digestion. Equip. required—2 conveyors; 8 ton/hr. refuse shredder 10 ton/hr. pug mill; 8,000 c.f.m. at 5 inch p.s. fan. Financed by IDA Credit 407 Bd. Prescribed tender form, drawings & other docs. giving detailed specs., requirement terms & conditions available for tk. 2,000.00 (about $133.00; not refundable) per set from tender issuing authority. Experience with Bangladesh tenders indicates that any U.S. firm interested in successful participation in this tender will require a local agent. Bid docs. must be obtained from address below prior to submitting bids. If you do not have a rep., contact nearest Dept. Commerce District office. Obtain bid docs. from—Project Dir., Bangladesh Agricultural University, Mymensingh, Bangladesh. Cable AGRIVARSITY MYMENSINGH. Bid deadline Sept. 14, 11 a.m.

Electrical transmission, distribution equipment

3613100, -300—MALAYSIA — Tenders invited only from mfrs. or their accredited agents for supply & delivery standard extensible ring main unit distribution switchgear rating 150 mva at 6.6 kv. & 250 mva. at 11 kv. Quantities required 770 units extensible oil fuse-switch equip. (h.f.u.) & 1485 units extensible oil switch equip. (o.l.u.) incl. accessories. Tender docs. must be obtained from below address accompanied by check or bank draft for M$100 made payable to chief accountant of NEB, addl. M$25 for postage fee should acompany requests for tender docs. from overseas, prior to submitting offers. (US$1 approx. M$2.34). Obtain bid docs. from—Senior Purchasing & Contract Officer, National Electricity Board (NEB), P.O. Box 1003, No. 129 Jalan Bangsar, Kuala Lumpur 22-06, Malaysia. Refer to tender no. 15096. Bid deadline Sept. 18.

3613100, -300, 9915503—HONG KONG—Public Works Dept. (PWD) has put out tender for supply & installation electrical equip. for Shatin New Town Sewage Treatment Project. Contract 515 of 1975.—m.v. equip. 10 no. Purpose built multimotor starter, switch & control panels for operation at 346 v. with ratings up to 2,000 ampere. Panels to be of compartmented construction type & to A.S.T.A. or equivalent certified design. Tender deposits required & tenderers must obtain receipt showing that they have deposited at Treasury Revenue Branch Central Govt., Off. W. Wing, 1 Fl., Ice House St., Hong Kong or Causeway Bay Sub-Treasury, Causeway Bay Magistracy Bldg., 2 Fl. Electric Rd., Hong Kong or Yaumatei Sub-Treasury, Kowloon Govt. off., 405 Nathan Rd., 4 Fl. Kowloon, or Kowloon City Sub-Treasury, Man Sang Commercial Bldg., 1 Fl., 348-352 Prince Edward Rd., Kowloon, sum of HK$1,000.00 as pledge their tender, which sum shall be forfeited to govt. if any tender fails or refuses to submit tender fully complying with conditions tender. Deposits will be refunded after submission fully complying tender. Funding this part of scheme being provided by Asian Dev. Bank & suitably experienced mfrs., or their reps., from member countries of Asian Dev. Bank & Luxembourg, may obtain forms of tender, conditions contract, specs. & drawings from Off. of Govt.'s Consulting Engineers, at below address on production of following—treasury receipt for deposit of HK$1,000 (refundable on submission of fully complying tender) & written authorization from mfr. where rep. is applying on behalf of mfr. Interested parties may obtain outline specs. details from same office prior to applying for tender docs. contracts will only be awarded to mfrs. who have installed similar sized equip. elsewhere. Mfrs. required to engage reputable Hong Kong agent having suitably qualified & experienced local staff before award of contract. Govt. does not bind itself to accept lowest or any tender, & reserves right to accept all or any part of any tender. Obtain forms from—Watson (Hong Kong), Chartered Civil Engineers, 664 Nathan Rd., Kowloon, Hong Kong. Telex 73187 HK. Refer to Contract 515 of 1975. Bid deadline Sept. 22.

Electrical industrial apparatus

3621100, -200, -300, -400, -700, -800, -900, 3549300—INDONESIA — Jakarta Daily "The Indonesia Times" recently carried announcement PLN (govt. owned electric utility), agency of govt. Ministry of Mines & Energy, wishes to invite offers for design, mfr., supply & erection generating equip. & metalworks; design, mfr. & supply transmission line materials, substation & power line carrier equip. for Garung Hydroelectric Project in central Java. Interested tenderers from member countries of ADB & Luxembourg invited to apply for tender docs. Project site located at upper reach of Serayu River, near Wonosobo Town, about 150 km. s.w. from Semarang, provincial capital of central Java. Main features of tender—I. generating equip. lot 1—two 13,700 kw. hydraulic turbines;—two 15,000 kva. A.C. generators; indoor switchgears, control boards & ancillary equip. Lot 2—transformers—outdoor switchgear & ancillary equip. II. Metalworks—one intake trash racks (7.200 x 6.500 sq.m.); one intake gate (2.600 x 2.600 sq.m.); steel penstock & bifurcation (2.600 to 1.000 m) in dia., length approx. 2.300 & incl. air relief valves. One hollowjet & guard valve 1.000 m in dia. Each 1 set of 2 type tailrace gate (2.500 x 1.700 sq.m & 1.000 x 1.000 sq.m) & monorail hoist. III. Transmission line, substation & power line carrier—150 kv. transmission line, length approx. 70 km; additional switchgear & controlling equip. for Magelang substation; despatching guidance erection expert (engineer) for erect substation & power line carrier telephones equip. U.S. listed in tender docs. as eligible supplier. Beginning July 5 complete set of tender docs. may be examined & obtained against payment of rupiah 75,000 (approx. $180.72) per set (non-refundable) prior to submitting bids, for generating equip. (lot I & II), rupiah 40,000 (approx. $96.39) for metalworks & rupiah 35,000 (approx. $84.34) for transmission line, etc. from address below. Obtain bid docs. from—Director for Planning, Perusahaan Umum Listrik Negara, Jalan Trunojoyo Blok M, 1/135, Kebayoran Baru, Jakarta Selatan, Indonesia. Bid deadline Oct. 5, 10 a.m.

Electrical lighting, wiring equipment

3644000, 3272000, 2491000—IVORY COAST—Ran (Abidjan-Ouagaddugou Railroad) has called for bids for supply tele-communication equip. for construction of telecommunication lines between Bouake & Petionara. Bid consists of 10 lots. These incl. poles, insulators, coaltar, concrete plates, protective & connecting equip., materials to connect bimetallic wires. Tech. docs. cost 5,000 cfa. francs (about $25.00) & must be obtained by sending check payable to Monsieur le Directeur Financier de la Regie des Chemins de Fer, Abidjan-Neger, at address below prior to submitting offers. Financed by World Bank & Canadian Agency for Intl. Dev. Obtain docs from—Monsieur le Directeur Gen. de la Regie, Des Chemins de fer Abidjan-Niger, Direction Etudes et Travaus Neufs, B.P. 1394, Abidjan, Ivory Coast. Refer to bid no. 42/77. Bid deadline for this tender Oct. 5.

Communications equipment

3662000 — GREECE — Furnishing target system services at Namfi range on Crete Island. Bid open to qualified firms (& joint ventures, such firms) of user countries (Belgium, W. Germany, Netherlands, U.S., Greece) which have been certified by their Govt. from tech., financial & security standpoints as eligible to bid on NATO common infrastructure projects. Bids must be accompanied by bid bond covering 7.5% bid value. Award will be subject to approval by Greek Min. Natl. Defense. Bidders should comply with specs., & terms & conditions contained in tender docs., available in Greek & English to qualified firms at Namfi ordnance branch at 25,000 drachmas (about $676) for 2 complete sets. Docs. must be obtained prior to submitting offers. Project financed with NATO asst. NATO tenders require prior certification by U.S. Dept. Commerce. Submit certification requests to U.S. Dept. of Commerce, BED-267, B. Hayden, Rm. 2319, Washington, D.C. 20230. Tel. 202/377-4523. Obtain bids docs from—Ministry of National Defense, Hellenic Natl. Defense Gen. Staff, NATO Missile Firing Installation (Namfi), Akrotiri, Chania, Crete, Greece. Bid deadline, Sept. 28, 12 noon.

3662100 — IVORY COAST — Antenna. INTELCI, agency under Ministry of Posts & Telecommunications, has launched intl. bid for construction of standard "A" Intelsat antenna for ground station of Akakro. Bid docs. must bo obtained from below address prior to submitting bids for cost of 80,000 cfa francs (about $340.00). Offers should be submitted in French. Obtain bid docs from—Director, INTELCI, attn. M. Jean Yapo, B.P. 1838, Abidjan, Ivory Coast. Bid deadline for tender Oct. 2.

3662114—GREECE—Procurement & installation pulse code modulation (PCM) radio system. Project will be performed under single contract. Eligible to participate are firms from NATO countries, except France, which have been certified by

their respective Govt. as eligible from tech., financial, & security standpoints to bid on NATO common infrastructure works, & which are mfrs. of radio/PCM/ or radio/delta modulation equip.; & joint ventures foregoing mfrs. & local contractors Class D certified for electromechanical works, or contractor corporations Class E incl. in relevant lists of Greek Ministry of Coordination. Financed with NATO asst. Bid docs. (in Greek only), scheduled for distribution Aug. 17, will have to be handled through official channels. In accordance with advance notice, U.S. Embassy will obtain docs. for U.S. firms that will have declared their interest to bid by Aug. 16 & remitted docs. value to issuing agency at below address, & will transmit them to U.S. address via U.S. Dept. Commerce. NATO tenders require prior certification by U.S. Dept. Commerce. Submit certification requests to U.S. Dept. Commerce, BED-267, B. Hayden, Rm. 2319, Washington, D.C. 20230. Tel. 202/377-4523. Submit bid to—General Air Staff, "C" Div., Military Works Directorate, 40 Dim Soutsou St., Athens, Greece. Refer to Bid No. D-490, Bid deadline Sept. 30.

Electronic components, accessories

3674000, -9000 — SWITZERLAND — Electronic components, assemblies, microprocessors, IC's, solar cells, electronic modules. Newly estab. distrib. of electronic instrumentation. Estab. 1975. Has arrangement with 2 agents. Sales territory—Switzerland/Europe. Formerly represented Compucord, Los Angeles Co. which no longer exists. Bank ref.—Swiss Bank Corp., or Raiffeisenkasse, 3550 Bowil. Will consider any proposal. Interested in acting as distrib., agent, servicing & training center of U.S. co. in Switz./Europe; 5 repairmen for special electronics & 4 for general repair. Annual turnover, $500,000. Purchase for direct sale; distrib., possibly mfr. under license, or assembly in Switz.; servicing in Switz. Reply to—Alfred Siegrist, Pres., Siebo Ag., Kemisstr., 3553 Bowil-Bern, Switzerland. Cable, SIEBO BOWIL; tel., 031/44 49 91 or 91 25 25.

3679020—GERMANY—Modules, all types. Newly-founded import/export co., also interested in representing U.S. firms on agency basis. All 3 partners have extensive experience in foreign trade. Banking ref. —Deutsche Bank ag, Postfach 10 79 07, D-2800 Bremen 1. Reply to—Kabert Distribution, Pestalozzistr. 21, D-2805 Stuhr 1, Germany. Cable KABERT BRINKUM; tel. 0421-804793.

Motor vehicles, equipment

3711000, 3531000, 3541100—EGYPT—Vehicles; mobile construction equip.; workshop equip. This is a tender for Alexandria waterworks extension project, financed by World Bank. Firms urged contact their Egyptian agents to purchase conditions & specs. which are being sold for $100 ea. at company's head office at Alexandria. Bid docs. must be obtained from below address prior to submitting bids. If you do not have a rep., contact nearest U.S. dept. commerce district office. Cable WATERWORKS ALEXANDRIA; tel., 32847 & 23047; telex, 54307 AWGA UN. Obtain bid docs from—Foreign Purchases Committee, Purchase & Contract General Div., Alexandria Water General Authority, 61 Ave. El Horreya, P.O. Bag, Alexandria, Egypt. Refer to Tender No. 7 W.B. Bid deadline, Sept. 24, 12 noon.

3711300—BELIZE—Govt's. Commissioner of Police wishes to purchase 2 motor coaches to transport members Belize police force throughout country. Motor coaches preferably standard transmission, cap. around 36-44, color navy blue. Ready availability of spare parts required. Quotation c.i.f. Belize. Financing purchase assured by year-end govt. budget. Write to—Commissioner of Police, Police Hqs., Belmopan, Beliz. Tel., 08-2224.

Railroad equipment

3743200—SYRIA—Chemins de Fer Syrienne, operator of standard gauge rail lines in northern Syria, will shortly issue 3 tenders for railroad rolling stock. Tenders will be for: 1,200 box cars various types; 140 tank cars, incl. 80 for refined petroleum products, 40 for crude oil, & 29 for fresh water; 51 special type cars, incl. 30 cement carriers. Deadlines for submission of bids, Sept. 5 for tank cars, Sept. 20 for boxcars, Oct. 5 for special type cars. Bid & performance bonds expected to be 5 & 10%, respectively. Prices must be submitted for both f.o.b. at port of embarkation & c. & f. Lattakia or Tartous. Delay penalty will be 1 Syrian pound per thousand daily, not to exceed 20% to total value goods not delivered. Preference expected to be given to bids which incl. payment facilities. Interested companies seeking further details should contact below firm which has expressed interest in representing U.S. firms bidding on railroad tenders. Contact—Abdul Karim Shami, Eng., Syrotec, P.O. Box 165, Aleppo, Syria. Tel., 17217; Cable, SYROTEC, ALEPPO.

Engineering, laboratory, scientific research instruments

3811220, 3823000, -5200, -5300, -9200—SWITZERLAND—Electronic test & measuring instruments for lab. industrial use. Newly estab. distrib. of electronic instrumentation. Estab. 1975. Has arrangement with 2 agents. Sales territory—Switzerland, Europe. Formerly represented Compucord, Los Angeles Co. which no longer exists. Bank ref.—Swiss Bank Corp., or Raiffeisenkasse, 3550 Bowil. Will consider any proposal. Interested in acting as distrib., agent, servicing & training center of U.S. co. in Switz/Europe; 5 repairmen for special electronics & 4 for general repair. Annual turnover, $500,000. Purchase for direct sale; distrib., possibly mfr. under license, or assembly in Switz.; servicing in Switz. Reply to—Alfred Siegrist, Pres., Siebo Ag, Kemisstr., 3553 Bowil-Bern, Switzerland. Cable, SIEBO BOWIL; tel., 031/44 49 91 or 91 25 25.

3811389—FRANCE—Desk test benches. Estab. 1960. Importers, agents, distrib. of laboratory & avionic equip. Employs 10. Sales area, France. Financial ref.—First Nat'l. Bank of Boston, 104 Champs-Elysees, 75008 Paris; & Chase Manhattan Bank, 41, Rue Cambon, 75001 Paris. Good credit rating. WTDR available. Reply to—Louis E. Henry, Dir., Technitron S.A., 8, Ave., Aristide Briand, 92220 Bagneux, France. Telex, 204 792F; tel., 657-11-47.

Measuring & controlling instruments

3823049 — GERMANY — Potentiometric self-balancing precision instruments, all types. Quotations—30 days 1% discount; 60 days net. Founded 1976, employs 7. Acts as sales agent for Peltier components, micro switches & coils. Average sales DM 2 million. Finances in order, payments made promptly. Bank ref.—Kreissparkasse, Muenchen. Suitable trade partner. Reply to—H. Recktenwald, A. Rossmann, Elektronische Bauteile, Keltenstrasse 13, 8911 Windach, Germany. Tel., 08193/8661.

3823080, -3040, -9230, -9254, -9295—GERMANY—Electronic flow & liquid level instruments; electronic temperature instruments; electronic stress, strain & flaw detecting & measuring equip; electronic physical properties testing & inspection equip.; any new electronic industrial process control instruments. Quotations to be negotiated. Ortec, subsidiary of Ortec Inc., in Oak Ridge, employs 45. Mfrs., distrib., imports & exports nuclear electronic instruments, semi-conductor detectors, nuclear medical equip., etc. Satisfactory sales, good reputation. Sound finances. Reply to—Herbert Naumer, Ortec GmbH, Herkomerplatz 2, 8000 Muenchen 86, Germany. Tel., 089/987173.

3825200, 3573100, 3573200, 3662100—ISRAEL—Test equip. for testing electrical, radio & communication circuits. Equip. should incl. oscilloscopes 10 & 20 mhz; portable oscilloscope with microprocessor —200 mhz; variable persistance storage oscilloscope (100 mhz) with high frequency spectrum analyzer; spectrum analyzer low frequency electronic counter; universal counter/timer; function generator 0.1hz-2mhz; function/sweep generator 0.0001hz-5hz; digital multimeter (3.5 digits) digital multimeter (3.5 digits) with bcd, digital multimeter (4.5 digits); ic test sets (5v-10v & 10v-15v) electronic computers. Peripheral equip. for electronic computers. Equip. required incl. minicomputer system; fast paper tape reader; microcomputer development system; crt for microcomputer. Communication equip. vhf sweep generator; am-fm hf generator; monochrome pattern generator; instrumentation tape recorder (4 channels); transient waveform recorder; logic analyzer; variable filter; digital logic system (lab experiments); monolithic operational amplifiers set; dac & adc set for lab experiments; rf integrated circuits set; communication circuit set; transistor circuits set. Financed with IBRD—special fund asst. Tender docs must be obtained against payment by bank order or check for $30.00 made out to Ministry of Labor & Social Affairs prior to submitting offers, from—Nissan Limor, Project Dir., Ministry Labor & Social Affairs, Industrial Dev. Project Vocational/ Tech. Training, P.O. Box 915, Jerusalem, Israel. Bid deadline, Oct. 13, 12 p.m. Refer to Bid No. 13.01.T.

3825212—GERMANY—Oscilloscopes. Estab. 1972. Employs 21. Would like to be sole representative for Fed. Rep. Germany. Reply to—F. G. Hoehne, Kleinschmidt GmbH, Koenigstor 23, 3500 Kassel, Germany. Tel., 0561/75070.

3829292—INDIA—Six vibration pickups with accessories in accordance with tech. requirements & gen. conditions mentioned in tender doc. Pickups to be used in thrust bearings test machine for hydrogenerators for monitoring vibration pattern of test bearing under different conditions of operation. Tender docs. must be purchased from below address by remitting rs.30 for ea. copy prior to submitting offers. Bid deadline, Sept. 29 2 p.m. IST. Obtain bid docs. from—R. G. K. Nair, Dep. Mgr. (Materials), Bharat Heavy Electricals Ltd., Corp. research & dev., Vikasnydar, Hyderabad 500 593, India. Refer to Tender No. RD-PUX-OT-7036/PP.

Surgical, med., dental instruments

3841000, 3693000 — SOUTH AFRICA — Government has agreed to build a new

560-bed hospital in Pietermaritzburg, capital of Natal. Government will bear 80 percent of est. R41 million ($47.2 million) cost. Earthworks have already been completed & tenders for actual construction will be called for shortly. Hospital expected to take 3½ yrs. to construct & should be in operation by end 1981. There is no possibility U.S. companies being successful in tendering for actual construction hospital but it is certain there will be much interest in using various U.S. mfrd. equip. in fitting out hospital at later stage. Equip. likely to be in demand will be more sophisticated items, such as operating room & diagnostic equip. Interested mfrs. may wish to forward brochures & sales literature to below address. Companies should note however that it is policy of govt. to award contracts only to overseas mfrs. who are represented by local agents. Submit infor to—Dir., Hospital Services, Private Bag 9051, Pietermaritzburg 3200, South Africa.

3841000, 3693000, 3811200—YUGOSLAVIA—General medical & surgical hospital instruments & supplies. Equip. which will be needed incl.-intensive care-respiratory apparatus, quick mobile lab. for cytostatics, apparatus for contra-pulsation; anesthesiology-monitors for surgery; radiology-gama cameras, radioisotope diagnostic apparatuses, flow meters for measuring flow through veins, apparatuses for measuring miocardic damages. Lab. equip.-endocrinological laboratory (beta & gama counters), autonalyzers, centrifuges, spectrophotometers & flowmeters; cardiology instruments used in cardiac surgery; computerization-complete EDP system suitable for hospital use. Hospital renovation & expansions scheduled to be completed by end 1980. Tenders for some of equip. will appear in official gazette as program moves forward. Hospital procurement officials urge, however, that U.S. suppliers contact them at early stage before tenders are published if they are interested in obaining contract for this project. Contact—Dr. Bogden Srdar, Dir., Mlâden Stojanovic Hospital, Vinogradska 29, 41000 Zagreb, Yugoslavia.

Photographic equipment, supplies

3861940—LIBERIA—X-ray film, dental & industrial. Buyer is one of largest trading companies in Liberia. Annual sales for 1977 approx. $10 million. Also has interest in excl. distrib. Literature & prices from mfrs. of above ASAP. WTDR 4/78. Reply to—Michael Mohan, Metco-Middle East Trading Corp. P.O. Box 357, Monrovia, Liberia. Cable METCO; phone 221434; telex 4257 METCO.

Motion picture distribution

7823000—SWAZILAND—Charles A. Sibenaler, UNDP/Project SWANORAD, Embassy House, P.O. Box 264, Mbabane. Motion pictures, especially on the subject of education, for use in a U.N. education project in Swaziland.

7823000—UAE—Interested in importing films concerning following subjects: children nursery, music, sports, health education, French language, English language, home economics, arts, modern mathematics, geography, sociology, history, botany, chemistry, biology, physics, teachers training. Films should be 16mm, 35mm, and super 8. Embassy recommends any dealings be on a fully secured basis at the present time. Reply to—Mr. Ramzi Kteily, Mgr., P.O. Box 656, Abu Dhabi, UAE. Telex 2295 AH.

Construction

9911202, 9921104 — REPUBLIC OF KOREA—Sae Yang Industrial Co., Ltd. Family enterprise, possessing 260,000 pyong (1 pyong = 3.3 sq. meters) land in 3 locations on Cheju Island desires contacts with internationally known U.S. hotel/resort dev. & management firms interested in investing and/or bldg. & managing intl. resort hotel. Cheju Island located about 100 kms. distance to s. from s. tip of Korean peninsula. Enjoys mild climate which permits commercial growth of oranges. Cheju selected as major intl. tourist area in Natl. Transportation Dev. Planning which incl. airport improvement & establishment intl. air service there. Sae Yang's 3 potential sites incl. seaside land in area offering golf, bird hunting & ocean bathing. Inasmuch as firm has no experience in hotel business & can offer only land involved, project would be as designed by U.S. hotel firm, with construction and/or addl. investment by another Korean firm as desired. Govt. approval project would make it eligible for import of all materials, equip. & supplies regardless of trade restrictions & would extend all incentives of govt. Foreign Capital Inducement Law, potential U.S. sales would depend on size hotel undertaking & could incl. all fixtures, equip., decor, & supplies together with management fees, etc. Contact—Kim Chang-Iuk, Executive Dir., Sae Yang Industrial Co., Ltd., Rm. 307, Won Chang Bldg. 25, Mookyo-Dong, Chung-Ku Seoul, Korea. Tel. Seoul 777-1589.

9911207—LIBYA — Construction training center at trucks & buses plant, Tajoura (km. 19, Costal Rd.). Further details may be obtained from company, tel. Tajoura 26/2340 or 26/2341. Financed by Libyan Govt. through Libyan Commercial Bank. Tender docs. & spec. obtainable upon payment of LD 50 ($174) & from below address & must be obtained prior to submitting offers. Obtain bid docs from—Gen. Co. for Trucks & Buses, P.O. Box 12869, Dhahra, Tripoli, Libya. No bid deadline stated.

9911207, 3448000, 2452000—SUDAN—Ministry of Construction & Public Works requests bids for fabricated school complexes in so. region of Sudan (total of 413 buildings)—30 Integrated Rural Education Center (IRECS) complexes; 3 junior school complexes; 8 houses in Juna. Set of docs. must be purchased from address below against payment of S£ 75.000 mm ($150), prior to submitting bids. This project will be financed by IBRD. Obtain bid docs from—I.D.A. second education tech. project, Ministry of Construction & Public Works, P.O. Box 300, Khartoum, Sudan. Refer to tender no. 4/77/78. Bid deadline Sept. 18.

Communication projects

9912100, 9912102 — EGYPT — Tender for communications equip. for Alexandria Water General Authority announced tender no. is 8 w.b. & tender bid deadline is Sept. 24. This is update on a notice submitted earlier. Cable-Waterworks Alexandria; tel 32847 & 23047. Submit bids to—Foreign Purchase Dept., Purchase & Contract Gen. Div., Alexandria Water Gen. Authority, Ave. El Horreya, Alexandria, Egypt. Refer to Bid No. 8 W.B. Bid deadline Oct. 24.

9912100—TUNISIA—Supply & installation telecommunications equip. needed for new & ext. telephone exchanges. This major project composed of following lots—lot 1 (livre II)—supply & installation automatic exchanges with spatial or temporal switch system for zone 01, greater Tunis. Lot 2 (livre III)—supply & installation automatic & electromechanical telephone equip. to extend existing exchanges in zone 01, greater Tunis. Lot 3 (livre IV)—supply & installation automatic telephone exchanges with spatial or temporal switch system & with recorded control, for zone 02, Bizerte, Zaghouan & Tebourba. Lot 4 (livre V)—installation new automatic & electromechanical exchanges & ext. existing exchanges in zone 02. Lot 5 (livre VI)—supply & installation automatic exchanges with spatial or temporal switch system & with recorded control for zone 03-Sousse. Lot 6 (livre VII)—installation new automatic & electromechanical exchanges & ext. existing one in zone 03. Lot 7 (livre VIII)—supply & installation automatic exchanges with spatial or temporal switch system & with recorded control for zone 04, greater Sfax. Lot 8 (livre IX)—supply & installation automatic & electromechanical telephone exchanges in zone 04. Lot 9 (livre X)—supply & installation automatic exchanges with spatial or temporal switch system & with recorded control in zone 05, greater Bages. Lot 10 (livre XI)—installation new automatic & electromechanical exchanges & ext. existing one in zone 06, Maknassy, Sidi Bouzid, Redeyef, Moulares (Gafsa area), Nefta, Deguache (Tozeur area). Lot 12 (livre XIII)—supply & installation new ext. existing one in zone 07, Kairouan area. Lot 13 (livre XIV)—supply & installation new automatic & electromechanical exchanges & ext. existing one in zone 08, central-w. part Tunisia. Lot 14 (livre XV)—supply & installation automatic & electromechanical exchanges to extend intl. telecommunication exchange. Interested firms can submit offers on 1 or more lots project citing c.i.f. & f.o.b. prices with tech. description equip. available. Tender docs. & specs. must be obtained from below address prior to submitting offers. Refer to Bid no. 72/P/7005 & PTT no. 78/410/EQ. Obtain bid docs. from—Ministere Des Transports et des Communications, Sous Direction de la Comptabilite, Des Commandes et la Comptabilite, 3 Bis Rue D'Angleterre, Tunis, Tunisia. Bid deadline, Oct. 20.

9912101—TUNISIA—Supply transmission cable to extend telecommunication exchanges. Project composed of following lots—lot 1—supply coaxial with necessary fittings & couplings, supply & installation control & teledrive equip. for telephone communications in n. suburbs of Tunis. Lot 2—supply & installation coaxial cable for telephone link between Tunis & suburbs. Supply necessary fittings & also control & teledrive equip. Lot 3—supply & installation coaxial cable & control & teledrive equip. for telephone link between Gabes & Kebili in S. Tunisia. Lot 4—supply & installation telephone cable for Sfax, Sousse, Tunis & Kef areas. Interested firms can submit offers on 1 or more lots, citing c.i.f & f.o.b prices & also describe control & teledrive equip. available. Min. Transport & Communications responsible for civil engineering involved in project. Tender docs. & specs. must be obtained from below address prior to submitting offers. Refer to Bid No. 72/P/9963 & PTT No. 78/408/EQ. Obtain bid docs from—Ministere des Transports, et des Communications, Sous Direction De La Prospection, Des Commandes et de la Comptabilite, 3 BIS CTV D'Angleterre, Tunis, Tunisia. Bid deadline, Oct. 1.

9912500, -102—HONDURAS—Design, supply, installation, construction & operation

digital microwave systems between Tegucigalpa & Juticalpa, & between San Pedro Sula, La Lima & El Progreso. Project incl. use digital microwave, digital multiplexors, & multiplex terminal mic (pcm) equip., to be executed according to specs. & plans incl. in bid docs. Financed with IDB & Cabeiloans to govt. Honduras. Tender docs. available from address below for 300 lempiras (US$150) per set & must be obtained prior to submitting offers. Obtain bid docs. from—Ing. Corlos Espinal Guifarro, of Del, Jefe de la Div., de Ing. y Plan, Empresa Hondurena de Telco. Hondutel, Blvd. Centroamerica, Tegucigalpa, D.C. Honduras. Refer to bid no 5-78. Bid deadline Sept. 19, 10 a.m.

9912900 — ALGERIA — Construction turnkey line sight hertzian beam connections between Saida-Mecheria-Ain-Sefra & Bechar (960 channels), between Ain-Sefra-El-Biod & Sidi-Cheikh (300 channels), between Bel-Abbes & Telagh (300 channels), between Bel-Abbes & Sfisef (300 channels), between Biskra & El-Megrainer (960 channels), between Lebessa & Quenza (300 channels), between Khenchela & Bechar (300 channels), between Skikda & Collo (300 channels), between Guelma & Bou-Hadjar (960 channels), & between Ksar El Boukhari & Ain-Boucif (300 channels). Tender docs. must be obtained from below address prior to submitting offers. Offer must be in 5 copies in french, cif Algiers, & incl. guarantee 2 yrs., tech. lit., tech. asst. & training personnel & parts. Offer to remain valid 120 days past bid deadline. Corres. must be French; all specs. metric. Obtain bid docs. from—Monsieur le Directeur Gen. des Telecommunications, Bureau des Marches, Ministere des Postes et Telecommunications, Blvd Salah Bouakouir, Algiers, Algeria. Cables—Gentel Alger; telex 52020. Bid deadline, Oct. 5.

9912901, 9912201—IVORY COAST — Ran (Abidan-Ouagadougou Railroad) has called for bids for construction telecommunications lines between Bouake & Petionara. Work consists of only 1 lot. Bid docs. cost 40,000 cfa francs (about $200.00) & must be obtained by sending check payable to Monsieur le Directeur Financier de la Regie des Chemins de Fer Abidjan-Niger, at below address prior to submitting offers. Bidders requested to submit check in amount 500,000 cfa francs (about $22,000.-00) as deposit. Check should be attached to bid proposal & should also be made payable to Monsieur le Directeur Financier de la Regie des Chemins de Fer Abidjan-Niger. Bid financed by World Bank & Canadian Agency for Intl. Dev. Obtain bid docs from—Monsieur le Directeur Gen. de la Regie, Des Chemins de fer Abidjan-Niger, Direction Etudes et Travaux Neufs, P.O. Box 1394, Abidjan, Ivory Coast. Refer to bid no. 163/78. Bid deadline Oct. 10.

Manufacturing & fabrication plants

9913208, 9913299 — ALGERIA — Sogedia advises extension until Sept. 15 bid deadline on notice that was submitted earlier for drying plant for citrus fruit peels. Telex 52837, 52739, & 52316. Obtain bid docs. from—Commission des Transactions, Commerciales, Sogedia, B.P. 55 B. Ferhat, Algiers, Algeria. Refer to bid no. 78/01. New bid deadline Sept. 15.

9913399, 9921208—SRI LANKA—Tenders invited from mfrs. & principals or their accredited agents in Sri Lanka for design, fabrication, supply, erection & commissioning & all other work relating to setting up of plant for mfg. pharmaceutical sterile products. Tender docs. must be obtained from below address on payment of non refundable deposit of rs 100.00, prior to submitting offers. Further particulars regarding tender can be obtained from same address. Corres. also invited from other reputed organizations interested in financing project either on participating or non participating basis. Obtain bid docs. from —State Pharmaceuticals Corp. Sri Lanka, P.O. Box 1757, 75 Sir Baron Jayatilleke Mawatha, Colombo 1, Sri Lanka. Refer to ref. spc/T0/sp/1/78. Bid deadline for this tender October 18.

Metals production and processing

9914299—ALGERIA—Supply & assemble 1 scale recycling plant for continuous casting blast furnace, which should include—1 jigging post, 2 receiving silos for scales, 3 extractors, 2 conveyors, 2 lock silos & 2 angle towers. Tender docs. costs 600 da ($152.19) & must be obtained from SNS, Cellulle Administrative de la Division Marches, Direction Travaux Neufs Usine D'el hadjar, B.P. 1035, Annaka, Algeria; telex 92727 & 92718; cables Sidejar & Annaba prior to submitting offers. Offer to remain valid 90 days past bid deadline. Offer & all corres. must be in French; all specs. metric. Submit offers by registered mail to—Direction Travaux Neufs, Div. Marches, SNS, B.P. 1035 Annaba, Annaba, Algeria. Refer to Bid No. 2013, bid deadline, Sept. 30.

Natural resource utilization

9915101 — INDIA — The Indian Government will receive from Intl. Dev. Assoc., World Bank, credit worth $126 million in various currencies towards construction, Upper Krishna irrigation project in Karnataka State in S. India. Project, when completed, would irrigate about 2 million acres in districts of Biljapur, Gulbarga, & Raichur in Karnataka State. Will consist of 2 dams, 1 at Narayanpur & other at Almatti, both located S.E. of Bijapur Town. The Bid notice for construction Narayanpur Left Bank Canal incl. earth work & lining, cross drainage works & other related work listed in table found in bid notice. Work div. into 10 reaches for convenience, & contractors may bid either for entire work or for ea. reach separately. Bidding docs. available for sale from Aug. 14 to Nov. 15. Requests for 1 set bidding docs (consisting 3 copies) must be accompanied by non-refundable bank draft for rs. 500 or equivalent in currency of prospective bidder payable to any Indian bank in favor of Executive Engineer, UKP Nci Div., at below address, or by cash remittance or by postal money order. Prospective bidders desiring docs. by mail/air mail should send addl. sum rs 75/rs 200 respectively or equivalent in other currency prospective bidder. Requests not accompanied by cost bidding docs. & cost sending them by mail/air mail & those received after bid deadline liable to be rejected. Refer to Bid No. UKP/CEC/ICB/NLBC. Obtain bid docs from—UKP NCI Div., Krishnapur 585 304, Shorapur Ialuk, Gulbarga District, Karnataka, India. Bid deadline Nov. 15.

9915101—INDIA—Construction of Narayanpur Left Bank Canal, Upper Krishna Irrigation Proj., Karnataka State. Govt. India will receive from Intl. Dev. Assoc. (World Bank) credit worth $126 million in various currencies towards constr. Upper Krishna Irrigation Project. Project, when completed, would irrigate about 2 million acres in districts of Bijapur, Gulbarga, & Raichur. Will consist 2 dams, 1 at Narayanpur & other at Almatti, both located S.E. of Bijapur Town. This bid for constr. Narayanpur Left Bank Canal from km. 35.00 to 59.00 excl. 2 tunnels from km. 36.531 to 39.534 & from km. 54.742 to 55.598 but incl. earth work & lining, cross drainage works & other related work listed in table found in bid docs. Work described above divided into 10 reaches for convenience, & constructors may bid either for entire work or for reach separately. Bidding docs. will be avialable for sale from Oct. 14 to Nov. 15. Requests for 1 set bidding docs. (consisting 3 copies) shall be accompanied by non-refundable bank draft for rs. 500 or equivalent in currency of prospective bidder payable to any Indian bank in favor of executive engineer, U.K.P., N.L.B.C. Div. No. 2, at address below by cash remittance or by postal money order. Prospective bidders desiring docs. by mail/air mail must send addit. sum rs 75/rs 200 respectively or equivalent in other currency prospective bidder. Requests not accompanied by cost bidding docs. & cost sending them by mail/air mail & those received after bid deadline, are liable to be rejected. Obtain bid docs from —S. Shivappa, Executive Engineer Id, U.K.P. N.L.B.C. Div. No. 1, Hungasgi 585215, Karnataka, India. Bid deadline Nov. 15, 12 noon.

9915102 — MOROCCO — Supply hydromechanical equip. for Dkhila Dam on Oued Issen River, south of Agadir. Bid comprises—surface discharge unit incl. adjusting gate; 3 sluice gates 12 m. x 13 m.; 1 gate 6 m. x 2 m. with accessories; water intake incl. filtration; & downstream gallery equip. Bid bond dh 100,000 (approx. $23,600). Financed by Moroccan Central Govt. investment budget. Firms interested must obtain bidding file incl. specs. from address below, Bureau des Marches, against dh 1,000 (approx. U.S.$236) plus postage. to order of Monsieur l'Agent Comptable de l'Ormva du Souss-Massa. Strongly advise —bid submission & correspondence in French language, if at all possible. Bid docs. must be obtained from address below prior to submitting bids. Obtain bid docs from—Monsieur le Directeur, Office Regional de Mise, En Valeur Agricole, du Souss-Massa, B.P. No. 21, Agadir, Morocco. Refer to bid no. 35-78 orsm. Bid deadline Sept. 15, noon.

9915109, -01—SYRIA—General establishment for water in Aleppo is in midst of preparing docs. for project to supply city with 220,000 cubic meters water per day. Total cost project S£ 600 million which S£ 300 for construction supply canal from Euphrates River at Meskine to Aleppo. (US$1 = S£ 3.90). Financed with US$50 million loan from World Bank. Project incl. following elements—supply canal from Euphrates River, 2 meters wide & 76 kms. long, gravity-induced for all but 12 kms. its length; new canal would run alongside 2 canals currently installed; water treatment facilities, incl. settling, filtration, & chemical treatment; pumping equip., generators, & piping; reservoirs & overhead tanks; urban distribution network; side canals to neighboring villages; electrical remote control system; & ancilliary construction (rainwater culverts, inspection facilities, rd bridges over canals). Feasibility & preliminary studies undertaken by engineering sciences, U.S. It is expected that Aleppo Public Water Establishment

will do final design & review tender submissions, with close supervision of World Bank. It is conceivable that bank will select intl. engineering firm to undertake supervision. Ea. project's major secs. (water treatment facilities, pumping stations, storage tanks, urban distribution network, remote electric control system, & supply canal itself), will be tendered separately. Project is not turnkey one. Following est. schedule for issuance tender docs. for some of project's components—canal, end July 1978; pressurized pipe for urban distrib. network, Nov. 1978; water treatment facilities & storage tanks, beginning 1979; & urban distrib. network constr., mid-1979. Interested firms should contact Public Works Estab. for further info. U.S. Embassy Damascus has been approached by following Aleppo—based firms interested in representing U.S. cos. on subject project—Syrotec, P.O. Box 165, Aleppo, Syria, tel 17217; cable SYROTEC ALEPPO; telex 31020, Abdul Karim Shami & Matco, P.O. Box 5373, Aleppo, Syria, tel 41113; cable MATCOSYR, ALEPPO, FAEZ ASFARI. Contact—Public Water Establishment, Aleppo, Syria.

9915109—PHILIPPINES—Bids have been invited from civil works contractors who have been previously prequalified by MWSS for water main construction—DS-10 (San Francisco del Monte, Quezon City); DS-11 (Bago Bantay, Quezon City); DS-14 (Barangka, Marikina) & DS-32 (Kamuning, Quezon City). Contract No. PG-3—of Manila water supply project. Bids will be only from above-stated prequal. bidders. Bidders for work under this contract required to submit proposals for supplying all materials, supplies, equip. & labor for laying water mains in various dia. as follows—31 km. 50 mm. & 75 mm.; 20 km. 100 mm. to 250 mm.; 1 km. 300 mm. to 600 mm. Incl. valves, 2.5 km. ser. connections & ancillary work. Interested suppliers of materials & equip. & potential sub-contractors may examine bid docs. & list prequal. bidders free of charge at, or if they so desire request list of prequal. contractors or purchase bid docs from address below. Non-refundable payment in cash, or check payable to MWSS, required for ea. set bid docs., excl. bid forms as latter will be supplied only to prequal. bidders, in amount of 1,250 pesos, if airfreighted, or 750 pesos, if purchased locally. MWSS has entered into agreement with Asian Dev. Bank for loan in various currencies toward cost of Manila water supply project. Reply to—Project Mgr., Off. Special Projects, Metropolitan Waterworks & Sewerage System, 3rd fl., Producers Bank Bldg., Buendia Ave. Ext., Makati, Manila, Philippines. Tel., 47-19-01 & 49-23-77. Bid deadline, Oct. 11.

9915199, -102, 3498000, 3561100, -1200, -1300, 3589281, 3824231—TUNISIA—Off. Natl. de L'Assainissement, AOAS, state company responsible for sewage water treatment in Tunisia, issued intl. tender for treatment project of sewage & run-off used water in Ezzahara/Hammam-Lif area, 12 miles so. of Tunis. Waste water to be collected by this new 190-km. network will be conveyed to new "Sud Meliane" purification station. This is part of cleansing program for greater Tunis partly financed by IBRD & Saudi Dev. Fund. Only IBRD member countries & Switz. allowed to bid. Project composed of following lots: (1) pipes; sublot (A) supply of pipes: gravitational pipes as follows—1,625 meters of pipes, dia. 250 mm.; 1,375 m., 300 mm.; 2,610 m., 400 mm.; 555 m., 500 mm.; 2,615 m. pipes, 600 mm.; 1,660 m. pipes, 800 mm.; 1,510 m., 1,000 mm. Discharge pipes—290 meters, dia. 200 mm.; 2,245 m. pipeline, 500 mm.; 655 m., 600 mm.; 3,930 m., 800 mm. Time allowed for supply of pipes, 14 months. Sublot (B) pipes installation: installation of all pipes needed for entire treatment system incl. embankments, bldg. inspection holes, adjustment with existing system; this will cover 18.3 km. Time allowed for installation works in 17 mo. Lot (2) pumping stations, sublot (A) civil engineering of all pumping stations in this area—3 new ones & existing one, as follows: construction of station A1 located near municipal stadium of Ezzahar; I—circular pump well, 8 m. in dia. II—equip.—3 pumping units of cap. of 155 liters/sec. constructions of station B1 located near municipal stadium of Ezzahar—I—circular pump-well with 10 m. in dia. II—equip.—2 pumping units of 310 liters/sec. Construc. of station B1 located northeast of Ezzahar. I—circular pump-well, 10 m. in dia. II—equip.—8 pumping units cap. of 385 l./sec. General rehab. of existirg Rue de Libye station at Hammam-Lif, called A2. Time allowed for this sublot 16 months. Sublot (B) pumping station equip. incl. supply & assembling of hydro-electromechanic material for 4 pumping stations—electropumps; pipes, taps & fittings; protections & measuring devices; equip. for electric generation. Time allowed for this sublot 17 months. Make offers for one or more sublots in this project. Offers should be received at ONAS office by (0900 GMT). Will be opened same day at 1,000 GMT. Tender docs. & specs. must be obtained from address below prior to submitting bids for 30 Tunisian dinars (1TD=$2.42). Obtain bid docs. from—Office Natl. de L'Assainissement, Anas, 8 rue du Senegal, Tunis. Telex, ONASTU 12080 TN. Bid deadline for this tender Sept. 15.

Highways, roads & ancillary facilities

9916100—PORTUGAL—State co. responsible for airports in Portugal, Aeroportos e Navegacao Aerea, Empresa Publica (ANA-EP), announced plans for expansion of Portela's facilities. Project, "Portela," will incl. construction additl. terminal bldg. with annual 6 million passenger cap.; new cargo terminal with 100,000-ton cargo cap.; improvement landing infrastructures; new aircraft & vehicle hangars; improved runways. Work on runways will begin in Oct. Est. cost overall project, $44 million. Interested companies may wish to contact ANA directly by writing to below address. Write to—Dr. Jose Blaufuks, Chief, International Dept., Aeroportos e Navegacao Aerea, Aeroporto de Lisboa, Lisbon, Portugal.

Transportation support systems

9916199, 3535100, 3536100, 3537100, 357-6020—SINGAPORE—Conveyors & conveying equip. cranes. Forklift trucks & tractors. Industrial scales. Supply & installation material handling system for proposed air freight terminal at Changi Intl. Airport, Singapore. Request for tender package divided into 4 main groups. Suppliers allowed tender for 1 or more such groups incl. "Turnkey" tender for entire system. 4 groups are—group A—container handling & storage system incl. elevating transfer vehicles, 30 ton overhead crane & freighter docks facility. Group B—stacker crane, box handling & storage system. Group C—commercial equip. comprising forklifts, tractors, pallet trucks, dock levellers, etc. Group D—industrial scales. Sets of request for tender package obtainable from below address of Breier Neidle Patrone Associates, 1200 Bedford St., Stamford, Ct., 06905. Requests for these docs. must be in writing & should be accompanied by refundable tender deposit S$4,000 (approx. US$1,800) payable to SATS. Deposit will be refunded within 2 wks. after award contract subject to submission bona fide tender & return of request for tender package. Non-refundable tender administration fee S$200 (approx. US$86) payable to SATS to cover printing costs for ea. set., addl. sets tender docs. marked "not valid for tender submission" also available at S$200 per set. Award of contract, if it is awarded as result this tender, will be made within 120 days after closing tender, during which period tender is deemed to be valid. Obtain bid package from—Secretary, Quotations Committee, Legal Dept., Singapore Airport Terminal Services, Sats Bldg., Paya Lebar Airport, Singapore 19, Singapore. Bid deadline Oct. 7.

9916204, 3613000, 3643000, 3662300—KOREA—Seoul Metropolitan Govt. (SMG) recently began construction 2nd subway system which will link outer areas Seoul in loop transversed by existing subway line. System, 48.8 km. in circumference, will be constructed in 2 phases at est. project cost approx. $600 million to be drawn from domestic sources without foreign lending. First stage project is 30-km. semicircle S. Han River. SMG is now preparing detailed list of items with specs. to be imported for 1st stage of project incl. substation system (est. value $2.1 million), overhead facilities (est. value $1.7 million), signal system (est. value $2.3 million) & communications system (est. value $0.8 million). List of items available from Dept. Commerce, TOP, Rm. 2321, Wash., D.C. 20230. Tel., 202/377-2251. SMG will finalize list of items with detailed specs. very shortly & will turn it over to Office Supply, Rep. of Korea (OSROK), Central Govt. procurement agency. Invitations for bids (tenders) for importation of items will be announced by OSROK within month or so & contracts awarded on basis intl. competitive bidding. Bid closing date would be month or more at least after OSROK's announcement. Mr. Lee (see below) is well & favorably known to U.S. Embassy & would like to be contacted by U.S. suppliers. Prospective U.S. suppliers can deal directly with OSROK procurement officer, ROK Con. Gen., 460 Park Ave., N.Y.C. 10022, but may wish also to consider contacting Mr. Lee to assure adequate sales rep. in Korea unless already have local agents. Contact—Lee, Sun Shik, Pres., Sam Song Industries, Ltd., 194 Wonnam Dong, Chongro-Ku, Seoul, Korea. Cable, TRIPINE SEOUL; telex, K2552 SEOUL.

9916300—ECUADOR—Govt. awaiting engineering study & drawings prepared by MRT—Rendel Palmer & Tritton of Great Britain to construct 2 fishing ports, i.e. Manta & Posorja. Latter port will be slightly larger than Manta. Est. total construction cost both ports US$69 million. Study & drawings scheduled to be delivered during Aug. Study must be approved by Direccion Nacional de Puertos, Junta Nacional de Planificacion, Ministerio de Recursos Naturales. It is expected that by end Aug., Govt. will release tender calling for construction firms to prequalify. Qualified firms should be invited to bid during Oct., & will have 45 days to submit bid. All firms must have rep. in Ecuador. It is suggested that U.S. firms interested in this project immediately seek local rep. If you do not have a rep., contact nearest Dept. Commerce district office or retired Ecua-

dorean Naval Commander Boris Toledo who is highly interested in contacting U.S. port construction firms. Seeks represent in this bid, well-known U.S. firm. This individual has good contacts & can be reached at below address. Commander Toledo speaks English. Based on govt. guarantee, tender will require project financing. Contact—Blanco S.A., Centro Comercial urdesa, P.O. Box 491, Guayaquil, Ecuador. Tel., 385-888.

9916400—PAPUA NEW GUINEA—Tenders for provision base course & bituminous sealing of Highlands Highway Rd. project (Chuave-Garniger) over distance 50 kms. Est. value U.S. $17 million. This notice is for prequalification only for civil construction work on Highlands Rd. project & will be let as one tender. Proposed date to call tenders Oct. 1978. Work will also incl. provision rd. furniture & rd. painting. Interested firms can obtain further info. & preequal. docs. from P. L. Vail, consulting engineers project mgr. Vallentine, Laurie & Davies, P.O. Box 634, Port Moresby, PNG, or at below address. Financed by World Bank. Obtain prequal. docs. from—First Asst. Sec., Dept. works & supply, P.O. Box 1108, Boroko, Papua New Guinea.

9916404—INDIA—S. Shivappa, Executive engineer ID, Irrigation Dept., UKP NLCB Div. no. 2, Hunasgi 585215, Gulbarga District, Karnataka, has canceled prequal. notification for bidding on $18 million tunnel construction at upper Krishna project in Karnataka on notices 126766 & 132713 submitted earlier. Obtain bid docs. from—Executive Engineer, NLCB Div. No. 2, Hunasgi 585 215, Gulbarga Dist., Taluka Shorapur, Karnataka, India.

Physical handling, distribution & transmission systems

9917302, 9916400—WEST GERMANY—Construction NATO facilities at Forward Storage Albaching, Bavaria. 41,200 cu. meter earthmoving forest & peaty soil incl., 21,000 cu. meter granular material, 16,500 sq. meter frost blanket gravel, 13,000 sq. meter asphaltic surfacing, 3,000 sq. meter bonded stone set paving, 1,800 cu. meter concrete & reinforced concrete, 2,700 m. fencing, 5,050 m. pipes different type (DN 50-400), period performance Feb. 79 to Oct. 80. Although it is planned to invite tenders & award contracts as whole, tender call may provide for subdiv. into separate lots. Submit bids to—Finanzbauamt Rosenheim, Wittelsbacherstr. 55, 8200 Rosenheim, W. Germany. Refer to Bid No. ICB 68-5-11 (34) 78. Bid deadline Dec. 5.

Power generating & transmission

9918102 — HONDURAS — Construction el Nispero hydroelectric project, consisting of following stages: dam consisting of deposit decantation sediment with mud dike 6 meters high, with spillway & drainage area. Diversion dam formed with filler material approx. 7 m. high. Spillway with controlled & rapid discharge. Canl approx. 300 m. in length. Intake structure with controlled entrance pressure tunnel approx. 2 km. long. Balance chamber (gate recess). Hydroelectric station that will hold generating unit 22.5 mw. with "Francis" type turbine. Provide & install certain mechanical equip. incl. hydraulic gates, crane for machine room, & certain electrical equip. Install certain electrical equip. supplied by ENEE. Financed with IBRD loan & local funds. Bid docs. available from address below for $200.00 for 2 sets, or from ENEE's consultants, HARZA Engineering Co., 150 So. Wacker Dr., Chicago 60606, & must be obtained prior to submitting offers. Obtain bid docs. from—Luis Cosenza Jimenez, Gen. Mgr., Departamento de Proveeduria, Empresa Nacional de Energia Electrica, Apartado 99, Tegucigalpa, D.C., Honduras. Refer to bid no. 1005-3. Bid deadline Oct. 16.

9918102-21199 — PAPUA NEW GUINEA —Feasibility study for Sepik/Ilam hydroelectric scheme. Govt. Papua New Guinea currently investigating possible hydroelectric scheme in West Papua New Guinea. Scheme, as envisaged, would provide power for proposed copper developments at Ok Tedi & Frieda River. Site selection study performed during 1977 & most favorable area found to be on Sepik & Ilam Rivers. As follow-up to this study Govt. hopes initiate feasibility study of Sepik/Ilam scheme. At present time approval for funding study has not been made. If feasibility study goes ahead Govt. will commission consulting firm to supervise & coordinate it. Est. time for study approx. 12 mo. & expected total cost in vicinity $2.0 to $2.5 million. Reply to—N. R. Agonia, Secretary, Dept. Minerals & Energy, Geological Survey, P.O. Box 778, Port Moresby, Papua New Guinea. Tel.—Geolands Port Moresby.

9918104, 3433300—INDIA—Supply, testing, inspection, supervision, erection & commissioning 3 horizontal low pressure feed water heaters with admiralty tubes; 2 vertical high pressure feed water heaters with monel tubes together with all accessories; 1 deaerating type of feed water heater with storage tank & accessories for 500 mw. reheat steam turbine generator unit with steam conditions of 169 AIG & 538°C. Equip. required in connection with expansion of TEC's thermal power plant by 500 mw. Bid managed by TEC. equip. to be supplied 110 wk. from date of award of contract. Bid docs., priced at $90 ea. set, available from below address or TATA Inc., 425 Park Ave., New York 10022 (tel., 212-751-5620; telex, ITT-424526) against payment by cash or demand draft & must be obtained prior to submitting offers. Obtain bid docs. from—TATA Consulting Engineers (TEC), TATA Press Bldg., 414 Veerg Savarkar Marg, Bombay 400 025, India. Cable Tataconsen; telex, 011-4524. Bid deadline Oct. 9.

9918104, 3561100—INDIA—Supply, testing, inspection, supervision, erection & commissioning four 16,500 m. to power of 3 per hr. vertical type circulating water pumps complete with electrical motor drives & associated accessories to supply cooling water from sea to surface condenser for 500 mw. steam turbine generator unit. Equip. to be supplied 110 wk. from date of award of contract. Equip. required in connection with expansion of TEC's thermal power plant by 500 mw. Bid managed by TEC. Bid docs. priced at $90 ea. set available from below address against payment by cash or demand draft & must be obtained prior to submitting offers. Obtain bid docs. from—TATA Consulting Engineers (TEC), TATA Press Bldg., 414 Veer Savarkar MARG, Bombay 400 025, India. Cable, TATACONSEN; telex, 011-4524. Bid deadline Oct. 9.

9918201 — MALAYSIA — Design, supply, erection, testing & commissioning of following contracts for Ienompangi power project. Contract no. IR-01. Line 1—about 120 km 132 kv 3 phase, double circuit, steel tower transmission lines with 2 overhead earthwires between Pangi Power Station & Kota Kinabalu Substation. Line 2—about 4.5 km 66 kv 3 phase, double circuit, steel tower transmission line with 1 overhead earthwire between Kota Kinabalu Substation & existing Kota Kinabalu Power Station. Contract no. IS-01. 3 phase transformers, 2 units 25 Mva for Pangi Power Station, 2 units 24 Mva for Kota Kinabalu Substation, 2 units 20 Mva for existing Kota Kinabalu Power Station. Switchgear & control equip. for 132, 66, 33 & 11 kv. Steel structures for above stations. Ancillary equip. Obtain bid docs from address below on payment of fee of M$300.00 per set prior to submitting offers. This payment nonrefundable. Addtl. M$50.00 for postage fee should accompany requests for tender docs from overseas. (US$1.00 approx. M$2.34). Obtain Bid docs from—Gen. Mgr., Lembaga Letrik Sabah, Mile 1, Tuaran Rd., P.O. Box 452, Kota Kinabalu, Sabah, Malaysia. Refer to contract nos. IT-01 & IS-01. Bid deadline Oct. 16.

9918202 — THAILAND — Design, furnish, install, test & guarantee supervisory control & data acquisition (SCADA) system to control & monitor Metropolitan Electricity Authority's distrib. system. Electricity distrib. network will be controlled by means of SCADA system from a dispatch center located in Chidlom terminal station bldg. Master station equip. (MSE) for required SCADA system will be located at dispatch center. Outstation terminal units (OTU) will be installed in building at various substations; initial requirements are for control & monitoring of 47 substations. Later, addl. equip. will be required to expand system to serve total of 80 substations. System incl. provision of following major items: dual computer system; 2 fixed head drive bulk storage units; 2 magnetic tape handlers; 2 ASR terminals; 1 card reader unit; 1 card punch unit; 2 dispatcher's consoles equipped with 2 video controllers, 2 CRT monitors & 1 operator's control panel; 1 video copier; I/O hardware & controllers; data modems together with line equalization combiner/splitters; 2 logging printers; 1 mosaic diagram; uninterruptible power supply system; 47 outstation terminal units; operating system software; application software; installation materials, tools & other equip. necessary to complete installation & to commission system fully; spare parts, modules cards or units, & special tools that may be required to facilitate maintenance of installed equip.; test equip. factory & site training of MEA's personnel in maintenance procedures; instruction manuals, programming documentation & drawings. Financed by loan from ADB. Tender docs. for sale at $5 per set from address below & must be obtained prior to submitting bids. Obtain bids from—Metropolitan Electricity Authority, 121 Chakpetcth St., Bangkok 2, Thailand. Refer to Bid No. ADB-MEA-207. Bid deadline Oct. 20.

9918203—KUWAIT—Zaid Al Kazemi Sons Trading Co. announced forthcoming tender for system electrical substations to be let on turnkey basis in near future. Electrical substations to be 132 kilovolt cap., oil-filled, air-cooled transformers with gas operated switchgear. Interested firms should contact directly for more info. Abdulgader Banat, Commercial Mgr., at below address. Zaid Al Kazemi Sons Trading Co., P.O. Box 30 Safat Kuwait, Kuwait. Telex 2339KT; Cable-Alkazemi Kuwait, tel. 410644.

9918299, -5102 — BOLIVIA — Constructing firms advised that in near future prequal.

bid will be called to improve Corani Dam. Prequal. docs. available from below address. U.S. firms interested in project must have Bolivian representative. If you do not have a rep., contact nearest Dept. Commerce District Office. Obtain prequal docs. from—Empresa Nacional de Electricidad S.A., Ing. Fernando Gemio, Casilla 565, Cochabamba, Bolivia.

Business and financial services

9921104, 9922199 — INDONESIA — Min. Public Works, Directorate Gen. Highways (Bina Marga) & USAID presently considering program (feeder roads management 1) of asst. in selected provinces for improved design, construction & maintenance rural roads. Program will incl. methodology for road selection & integrating improvement with rural dev.; training programs for tech. & admin. staff; dev. local construction industry; research in use materials, economical designs, & construction/maintenance manual; provision improved plant & equip. Govt. soliciting tech. proposals from qualified firms for preliminary study in 4 provinces to analyze existing institutional framework for executing rural rd. improvement program, assess capability provincial/district public works in terms existing manpower, equip. & funding to plan & implement such program, & prepare recommendations as basis for asst. program. Firms submitting proposals for this preliminary study must have experience in organizing admin. & management systems natl. & local highway authorities & strong background in design, supervisory engineering construction, & maintenance rural roads in dev. nations. Proposals from firms lacking experience in above areas shall be considered non-responsive. Eligible firms incl. those incorp. or legally organized in U.S. or other countries in AID geographic code 941. Foreign exchange costs proposed study will be provided by AID loan 497-T-PRP. All local currency costs will be paid in Indonesian rupiahs. Cost reimbursement plus fixed fee type contract contemplated. Services expected to take approx. 6 mo. from effective date contract. Request for tech. proposal must be obtained from address below or James Sloan, Agency for Intl. Dev., Asia/Project Dev. Off., Wash., D.C. 20523. Only proposals incl. completed AID standard forms 254 & 255 architect-engineer questionnaire, received in Indonesia not later than 60 days after publication this notice to address stated in request for proposal will be considered. Obtain tech proposal from—Dir. of Planning, Dir. Gen. Highways (Bina Marga), Jalan Pattimura 20-rm. no. 112, Kebayoran Baru, Jakarta Selatan, Indonesia. Refer to Bid No. 087BM-BIPRAN/1978.

9921112, 3573000, 3511331—AUSTRALIA — Australian Telecommunications Commission, called Telecom Australia, will invite tenders in late Aug. 1978 for initial supply computer-aided design (CAD) system, also described as interactive drafting system (IDS), interactive graphic system (IGS) & automated design & drafting system (ADDS). Initial system purchase est. at about U.S.$460,000, to be installed in Hqs. Drafting Section, Melbourne. After telecom acquires experience in its use & verifies general advantages such systems, propose expand use to telecom's other drawing offices which employs 1600 staff, incl. 450 qualified design draftsmen. If 1st installation proves itself, Telecom intends to purchase further max. 15 CAD's over 10 years, worth some U.S.$7 million. Interested firms should contact directly D. P. Bradley, Superintending Engineer, Gen. Works Branch, at below address. Telecom Australia is Govt. Statutory Authority in sole control of & responsible for total Australian Telecommunication Network. Contact—Telecom Australia Hqs., 199 William St., Melbourne, Victoria 3000, Australia. Tel. (03)630-6528; Telex-AA30146, Cable-Telecom (Melbourne).

Engineering services

9922103, -99—JORDAN—Ministry of Communications of Jordan intends engage services of specialized engineering/architecture consulting firm to design & prepare conditions & specs. & complete tender docs. for construction postal complex in Amman. Required studies for proposed complex were prepared by British postal consultancy service. Complex, with est. opening area approx. 8,000 sq. meters, with future ext. possibilities, shall contain Ministry's admin. accommodation, letter & parcel postal services & administration areas, savings, bank accommodation, parking & all other services needed. Designs, conditions, specs. & all other tender docs. should be suitable for intl. competitive bidding & take into consideration power available in Jordan. All regulations concerning professional engineering practice in Jordan, incl. participation Jordanian engineering firms, should be observed. Any qualified interested engineering architecture consulting firms should submit their applications with necessary detailed info. supported by catalogs, brochures, & other material about qualifications & experience of firm & members of staff who will be engaged on project to below address. Submit information to—Ministry Communications of Jordan, P.O. Box 1220, Amman, Jordan.

9922199, 9918102, 3511000—ARGENTINA —Piedra del Aguila is one of 3 hydroelectric projects of so-called Alicopa complex to be undertaken by Hidronor S.A., govt.-owned power utility. Piedra del Aguila will be located on Limay River, near town of that name. Start-up is not estimated until after 1985. Hidronor determined, even though initiation this project may be some time away, to move project as quickly as possible to pre-bidding stage. Design & bid spec. stage will be tendered internationally & Hidronor plans to hold this event at end 1978. It is possible that civil works tender also will be open to foreign firms. Power plant to have cap. 2,100mw. & equipped with six 350-mw. turbines. This equip. & other associated electromechanical equip. likely to eventually be tendered internationally. Contact—Ing. Carlos M. Sureda, Presidente Comite Ejecutivo, Hidronor S.A., Av. L.N. Alem 1074, 1001 Buenos Aires, Argentina for further information about this project.

9922207, 3532000—TUNISIA — Tunisian state-owned Compagnie des Phosphates de Gafsa, which operates phosphates mines, considering changing mining technique at its major Sehib mine in south from underground to open pit methods. Company intends to hire U.S. engineering firm to prepare study on open pit mine dev. plan & kinds equip. needed for such mining operation. Company will issue tender in about 1 mo. for selection enginering firm. Final decision to be made in fall. U.S. engineering firms specializing in phosphate mining & mining equip. suppliers should write & send literature in French, if possible, to: Nejib Lahouar, Directeur du Developpement, Compagnie des Phosphates de Gafsa, Metlaoui, Tunisia.

Natural resources development

9923105, 3589281—KENYA—City Council of Nairobi invites tenders from experienced contractors for design, supply & erection water treatment plant for Nairobi water supply Chania-Kimakia-Thika project, contract S101, supply of water treatment plant. Contractors should have proven experience of at least 5 similar types of water treatment plants carried out within last 10 years. Contract is for phase II which is planned to be developed further in phase III for additional output of approx. 90,000 cu. meters/day. Phase I is in existence & phase 1a, extension of phase I, is in process of constr. with total capacity of 61,000 cu./day. Contract will incl. equip. for flow measurement, cholorination, coagulation & settlement, & rapid gravity filtration to produce nominal treated water output of approx. 117,500 cu./day. Nairobi City Council, through govt. of Kenya, has received loan from opec special fund. Loan is to be managed by ibrd & disbursed by OPEC special fund. Loan will be made available to City Council to be used toward cost of contract S101 & part of proceeds will be applied to payments under this contract. Disbursements in foreign currencies will be made only from loan in currencies of member countries of the bank & Switzerland. Disbursements in local currency will be made from loan & from Nairobi City Council's own resources for customs duty & sales tax element. Tenders will be considered only if submitted by companies whose registered office is in one of member countries of IBRD or Switzerland. Tender docs. will be issued on payment by bankers payment order for 2,000 Kenya shillings made payable to Nairobi city council, but submitted to consulting engineers. Docs. will be available from consulting engineers, address below. Completed tender docs. must be returned to Town Clerk, City Council of Nairobi, City Hall, P.O. Box 30075, Nairobi, Kenya, not later than deadline at which time all tenders received will be publicly opened. Obtain bid docs. from—Howard Humphreys & Sons (E.A.), Bruce House, Standard St., P.O. Box 30156, Nairobi, Kenya. Refer to Tender No., contract S101. Bid deadline, Sept. 18.

Special products

9950016, 2531100, 3541800, -9400, 3662690, 3811200, -300, 3825200—YEMEN (Sana)—Tenders invited from bona fide mfrs. & suppliers from member countries World Bank/IDA & Switzerland for supplying equipment & furniture as per bid-packages: Audiovisual equipment—software; furniture; science equip.—chemistry; physics; biology & biology models; miscs. items—wall charts, maps & globes; commerce off. machines; gen. workshop equip.; garden tools & sport goods & agricultural equip.; electrical equip.; automotive equip.; equipment for shop & glass workshop; equip. for sheetmetal, welding & blacksmithy; equip. for foundry & forging; equip. for construction; equip. for plumbing & fitting; equip. for wood workshop; lab. equip. & chemicals; sleeping materials for boarding houses. Tender docs. must be obtained from below address upon non-refundable payment of US$50/per bid package prior to submitting offers. Payment will be made against IDA credits 421/YAR & 611/YAR under IDA disbursement procedure III or VI. Obtain bid docs. from—Ministry Education, Implementation Unit, IDA Education Project, P.O. Box 96, Sana, Yemen. Cable PROJED; telex, 2405 EPIU YE. Bid deadline Oct. 30.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Broad woven fabric mills, cotton

2211141—NEW ZEALAND—Filter cloths. Firm is one of New Zealand's largest companies & has been estab. over 100 years. Operating as mfg. & importing engineers. Mfrs., among other things, "bag house filter units" & would like to import above filter cloths for such units. Write: R. J. Seekles, research officer, Andrews Beaven Ltd., Private Bag; 203-205 Cashel St., Christchurch, New Zealand. Cable, ANDBEV; tel., 791400; telex, 4277.

Textile goods

2295720-30—GERMANY—Coating & impregnating of fabrics, except rubberizing. Special interest expressed in polyethylene foils for coating typewriter ribbon (carbon cartridges). Reply to—Herr Pampe, Firma Roennspiess, Poleigrund 14-16, D-1000 Berlin 49, Germany. Tel. (030) 72-10-21. Major W. Berlin agent seeks import of above in substantial quantities for distrib. in W. Berlin. Quote c.i.f. German port, if possible.

Synthetic materials

2824271—FRANCE — Industrial fibers — carbon, borum. Large firm presently specializing in industrial textile products. Wishes diversify its product line. May be interested in mfg. subject products under license. Reply to—Oliver Billon, Mgr., Soc. Billon, 63 Rue Philippe de LaSalle, 69004 Lyon, France. Phone, (78) 28-99-21; telex, 310611.

Glass, glassware

3229128 — ECUADOR — Ornamental, decorative, novelty glassware & smokers' accessories. Send literature & indicate representation terms. Requestor is well-known local indent agent. Reply to—Carlos W. Alban B, Casilla 7381, Guayaquil, Ecuador. Cable, WALBAN; tel., 342-249.

3229128 — NETHERLANDS — Ornamental & novelty glassware. Estab. 1977, staff 10, auth. & paid-in capital, dfl. 25,000; annual sales, dfl. 1,000,000. Bankers—Van der Hoop & Offers; Westersingel 88, Rotterdam. Recommend transactions on secured basis. Reply to—H. Bots, Mgr., Putsi Publications BV, P.O. B 56538, Piekstraat 24, 3071 El Rotterdam, Netherlands. Telex, 28856; tel. 010/856666.

3231351 — ECUADOR — Laminated glass sheet for construction use. Requestor is commission agent supplying more than 50 local enterprises. Interested in working with U.S. firms able to afford credit sales. Reply to—Nelson Cervantes, Mgr., Empresas ABC, Casilla 3953, Guayaquil, Ecuador. Cable, OFMANCER; telex, 04-3361; tel., 514-341.

3231398—SAUDI ARABIA—Sun & heat reflective window glass, sun & heat reflective plastic film, for applying to window-glass. Interested in estab. contacts with U.S. mfrs. & suppliers of sun & heat reflective window glass, & reflective plastic film for applying to window-glass in all standard sizes for regular & picture windows. Importer est. he can easily do business of $250,000 gross/yr., if appropriate source available. Send catalogs & prices. Write or telex—Mohamed Badkook, owner, Badkook for General Trading, P.O. Box 92, Jidda, Saudi Arabia. Cable, BADKOOK; telex, 401071 JUKIRN SJ; tel., 71603.

Concrete, gypsum, plaster products

3275211—UNITED KINGDOM—Materials for special purpose acoustic booths. Special purpose acoustic booths. Estab. 1961; employs 50. Has subsidiary, Trubros Services. Mfrs. spray machines, special purpose machines, conveyors & elevators. Bank ref.: Barclays Bank Ltd., Melton Road, Syston, Leics. Reply to L. True, Dir., True Brothers Mfg. Ltd., Station Road, Kegworth, Derby, U.K. Tel. 05097-2104; cable TRUBROS, Kegworth.

Steel mill products

3312315—ECUADOR—Tin plates. Indicate commission basis terms. Requestor is commission agent supplying more than 50 local enterprises. Interested in working with U.S. firms able to afford credit sales. Reply to—Empresas ABC, Casilla 3953, Guayaquil, Ecuador. Cable, OFMANCER; telex, 04-3361; phone, 514-341.

3312500 — UNITED KINGDOM — Wire products. Mfr. of metal fabrications, heating, air conditioning, oil equip. & heavy fabrications, estab. 1872. Employs 150 & claims annual sales vol. 800,000 pounds. Bank ref.—Royal Bank, 2 Strathmartine Rd., Dundee, Scotland. Reply to—Henry Dickson, J.P., Chmn., Galloway (Mechanica Services) Ltd., 342/346 Strathmore Ave., Dundee DD3 6RX, Scotland, U.K. Tel., Dundee 813318.

3316831—AUSTRALIA—AISI 4140 rolled hollow steel bar (heat treated to 55-65 ton/sq. in.) in size range 85mm. x 35mm. ID. to 180mm. OD. x 125mm. ID. in quantities of approx. 1-ton/size. Co. is long estab. steel merchant operating in Australia & New Zealand. Reply to—P. Tall, Mktg. Eng., Eagle & Globe Steel Co., P.O. Box 207, Guildford, N.S.W. 2161, Australia. Telex, aa24231; tel., 681-3600.

Cutlery, hand tools, gen'l hardware

3421121—GERMANY—Commercial kitchen cutlery; commercial cooking & kitchen utensils (stainless steel); wire kitchenware; metal commercial crowns & closures. Prospect is German sales subsidiary of Swiss mfr. of machine tools. In Germany employs 7; lists annual sales at ca. DM 3-4 million. Terms of delivery—c.i.f. German port of entry. Reply to—Mr. Hueske, E. Hildebrand GmbH KG., Rudolf-Diesel-Str. 10, D-7750 Konstanz, Germany. Telex, 733259; tel., 7531/5170.

3421153 — YEMEN (Sana) — Cutleries. Wishes to represent U.S. suppliers on commission basis. Requests catalogs & other details. Write—Ahmed Husain al-Sowari, owner, Ahmed Husain al-Sowari, P.O. Box 2117, Sana, Yemen Arab Rep. Cable, al-Sowari; Tel., 5152.

3423298 — SWITZERLAND—Hard-to-find precision tools used by electronic technicians, laboratories, etc. Est. annual potential, $50,000. Market territory, Switzerland. Newly estab. distrib. of electronic components. Already represents three U.S. firms. Labor force, 4, with 2 salesmen. Annual sales, Sfr. 1.5 million. Owner & mgr. Peitsch has had considerable professional experience, enjoys good reputation. Reply to—Donald Peitsch, Dir., Ageltro AG, Zollikerstr. 141, CH-8008 Zurich, Switzerland. Tel., 01/53 33 20; telex, 58-608.

3423298—FRANCE—Garden tools. Estab. 1975, capitalized at 20,000 francs. Employs 2. Importer & agent of garden tools & garden furniture. Marketing territory covers France. According to firm's statement, 1977 sales reached 3 million francs. Imports from Britain. Bank ref.—Nanceienne et Varin Bernier, 77 Combs la Ville. Reply to—Mr. Aube, Mgr., Prodim, 21 Rue Saint Sabin, 75011 Paris, France. Telex, 212-220; tel., 355-0776.

Fabricated metal products

3497359—GERMANY—Foil, except aluminum, not made in rolling mills. Special interest is expressed in stamping foil for high frequency relief printing. Major W. Berlin agent seeks import of above in substantial quantities for distribution in W. Berlin. Metric measurements desired. Quote c.i.f. German port, if possible. Reply to—Hans Pohl, Jr., Firma Hans Pohl KG, Schoeneberger Ufer 83-91, D-1000 Berlin 30, Germany. Tel., (030) 261-60-44.

Special industrial machinery

3559511 — FRANCE — Petroleum refinery machinery & equip. Estab. 1975, employs 11. Importer of refractory products & agent for foundry & metal construction products. Annual sales, $7 million. Bank ref.—credit Lyonnais, 59220 Denain. Reply to—Drion, Gen. Mgr., Nord Realisation, 35, Rue Roger Salengro, 59220 Denain, France. Telex, 210-311 Publi; tel., 579-3447.

3559589—GERMANY—Winding machines & equip. for electrical motors; other machinery & equip. used in production of electrical motors. Expects annual import vol. of $1 million. Buyer, small engineering co. producing & distrib. similar type of equip., interested in adding U.S. machinery to present program. Employs 2 & lists annual turnover of DM 1 million. Wants suppliers to quote prices f.o.b. Hamburg. Terms of payment—l/c. Favorably known to Con. Gen. Reply to—Gerhard Ruoss, Dipl.-Ing., Lichtensteinstr. 8, D-7311 Neidlingen, Germany. Telex, 7267727; tel., 7023/6953.

Office, computing, acct. machines

3579634—NETHERLANDS — Form handling equip. Estab. 1936. Bankers—Nederlandsche Middenstandsbank NV, Groningen. Subject has Belgian subsidiary—Lijnco SA, 53 Vorstlaan, Brussels. Mfrs. continuous forms, listing paper, snap out sets, mailers, & imports & distributes form handling equipment, filing systems. Exports to European countries, Middle East & Africa. Recommend transactions on secured bsais. Reply to—A. A. Koning, Mgr., Lijnco BV, Speciaaldrukkerij, P. O. Box 218, Atoomweg 10, Groningen, Netherlands. Telex, 53298; tel., 050/139011.

Household appliances

3631171—UNITED KINGDOM — Microwave ovens & accessories. Manufacturers agent & distrib. of mail order novelties. Estab. 1963. Employs 2, claims annual sales of 120,000 pounds. Bank ref.—Barclays Bank Ltd., Yorktown Rd., Sandhurst, Camberley, Surrey. Reply to—C. Taylor, Dir.,

C. & A. Taylor (Pubs.) Ltd., 30 Harts Leap Rd., Sandhurst, Camberley, Surrey, U.K. Tel., Crowthorne 3526.

Radio, TV receiving sets

3651402—BOLIVIA—Coin-operated music machines. Quotations c.i.f. Matarani, Peru. Firm is new. Reply to—H. Medina Asociados, Humberto Medina, Casilla 4135, La Paz, Bolivia.

Communications equipment

3662145 — FRANCE — Sonar communications systems & equip. Estab. 1970. Imports & distributes measuring & controlling devices. Employs 21. Bank ref.—Credit Industriel et Commercial, 39 Ave. Carnot, 92—Chatillon Sous Bagneux. Reply to—Jean-Marie Yung, Mgr., Nereides, 66 Blvd. de Mondetour, 91400 Orsay, France. Telex 691518; tel., 907-20-48.

3662191 — NETHERLANDS — Lasers for building industry. Estab. 1902, staff 60, auth. & paid-in capital, dfl. 500,000; annual sales, dfl. 6,400,000. Bankers—Algemene Bank Nederland NV, Arnhem. Represents AGA Geotronics, Sweden; Sokkisha Ltd., Japan; Haag Streit, Switzerland. Belongs to Ahrend group of companies. Moderate open account trading warranted. Reply to—A. F. Hollander, Mgr., De Koningh BV, P.O. Box 347, Simon Stevinweg 48, Arnhem, Netherlands. Cable INSKO; telex, 45830; tel. 085/629019.

Electronic components, accessories

3674000, -9000, 3811220, 3823000, 3825200, -300, 3829200 — SWITZERLAND — Electronic components, assemblies, microprocessors, IC's, solar cells, electronic modules. Electronic test & measuring instruments for lab. & industrial use. Reputable distributor of electronic instrumentation. Estab. 1975. Has arrangement with 2 agents. Sales territory—Switzerland/Europe. Bank ref.—Swiss Bank Corp., or Raiffeisenkasse, 3550 Bowil. Will consider any proposal. Interested in acting as distrib., agent, servicing & training center of U.S. company in Switzerland/Europe. Five repairmen for special electronics & 4 for general repair. Annual turnover, $500,000. Reply to—Alfred Siegrist, Pres., Siebo AG, Kemisstr., 3553 Bowil-Bern. Cable SIEBO BOWIL; tel, 031/44-49-91 or 91-25-25.

3679002 — SPAIN — Magnetic recording media — computer tape; instrumentation tape; video tape. Firm mfrs. computer punch cards & similar supplies would like to receive correspondence in Spanish and/or French. Handles magnetic products of various brands. Call or cable—Luis E. Arias, Dir. Gen., CESINSA, Miguel Yuste, 28, Madrid 17, Spain. Tel. area 91, local 7540412.

3679020 — FRANCE — Microwave components. Estab. 1975. Importers of electronic components & measure instruments. Employs 17, & 8 salesmen. Sales area, France, Belgium. Financial ref., Banque Louis Dreyfus, 6 Rue Rabelais, 75008 Paris. Claim 15 million fr. turnover. Wish exclusive agency or direct contact with mfrs., not exporters. Reply to—Louis Peuziat, Dir., Kontron S.A., 6 Rue des Freres Caudron, 78140 Velizy-Villacoublay, France. Telex 695 673; tel. 946 97 22.

3679020—FRANCE—Printed circuit board terminals or connectors. Estab. 1962. Importer, distrib. of electronic equip. & accessories. Employs 80. Sales area—France, W. Germany, Switzerland, Benelux, Italy, Spain. Good credit rating. WTDR available. Reply to—Jean Bardet, pres., COMATEL, 78/80 Av. du General de Gaulle, 92130 Issy-les-Moulineaux, France. Telex, 270 103F; tel., 644-34-20.

3679022—GERMANY—Crystal oscillators. Terms of delivery & terms of payment negotiable. Estab. early 1977. One additional employee. Specializes in electronic measuring instruments & equip. Satisfactory sales. Bank ref.—Bayrische Hypotheken—und Wechselbank, Muenchen. Reply to—Alois Mayer, Ing. Alois Mayer, Nymphenburger Str. 164, D-8000 Muenchen 60, Germany. Tel., 089/132042.

3679032 — GERMANY — Switches, electronic applications; switches, flow actuated electrical; switches, silicon control. Major W. Berlin agent seeks import of these items in substantial quantities for distrib. in W. Berlin. Electrical specs. must meet European standards of 220 v. & 50 hertz. Quote c.i.f. German port, if possible. Reply to—Alfred Knitter, Firma A. Knitter GmbH, Bundesallee 21, D-1000 Berlin 15, Germany. Tel., (030) 881-50-97.

Electrical machinery, equipment, supplies

3699298—AUSTRIA—Warning device for cars against speed control radars. Requests documented offers with c.i.f. European port quotations. Open account terms of payment preferred. Reply to—Mr. Beyweiss, Wratschko GesmbH, Rathausgasse 3/II, A-6700 Bludenz, Austria. Telex, 5234112; Tel., 5522/2356.

Aircraft, parts

3721120, -1200, -1300, -1400, -4000, -8000—LUXEMBOURG—Complete aircraft, personal & utility, & transport type. Modifications, conversions, & overhaul of previously accepted aircraft; aircraft engines & engine parts; aircraft equip. Original Co., Metropolitan Airmotive, formed in Luxembourg 1963 with activity of buying & selling second-hand general aviation aircraft, as well as surplus aircraft & accessories. In 1971, second co. formed to represent companies interested in European market. Co. now incl. in its product line jet engine replacement parts & test stands for military & civilian airline customers. Also partner in Belgian agency for large European aerospace mfg. handling complete line of aircraft, target systems, simulators, & many other aerospace items. Mgr. of firm is U.S. citizen with considerable experience in European market. Particularly interested in representing small to medium U.S. mfrs. in European or NATO market, preferably new-to-market firms. Seeks direct relationship with mfrs. only as sales agent/distrib. or to organize arrangements for joint ventures. Enjoys good reputation. Co. ref.—Purchasing mission, Govt. of Israel, Paris; Banque de Paris et des Pays-Bas, Luxembourg. Reply to—James Shapiro, Metropolitan Airmotive, 11 Marechal-Foch, Luxembourg. Tel., 470995.

Automotive equipment

3743321 — NEW ZEALAND — Kits & components for converting cars from petrol to liquefied petroleum gas. Well estab. firm involved in automotive, engineering & instrument supplying. Has 6 branches throughout country & holds extensive number of overseas agencies. Presently looking to supply extensive range of products related to liquefied petroleum gas industry. Write—D. G. Simms, Gen. Mgr., Teagle Smith Ltd., P.O. Box 38700; 8-10 Fitzherbert St., Peton, Wellington, New Zealand. Phone, 683759; Cable, TEASPUR.

Transportation equipment

3799381—DENMARK—Golf carts, electric powered. Single seated versions to be marketed as vehicles for handicapped. Estab. 1974; acts as importing agent & distrib. of battery chargers, automotive accessories, cable drums & electric welding machines. Reply to—C. Schmid, Mng. Dir., Danhell Aps., 16 Glerupvej, DK-2610 Rodovre, Denmark. Tel., 02-841160.

Measuring & controlling devices

3823045,-087,-088 — FRANCE — Temperature & pressure controllers; recorders, noncontrol. Estab. 7/77. Imports, & distrib. pyrometers. Employs 4. Annual sales, 1.8 million fr. Bank ref.—Continental Bank, 10 Ave. Montaigne, 75008 Paris. Reply to—Mr. Leclerc, Mgr., Ircon Pyrometers, 21, Rue de la Prairie, 94500 Champigny sur Marne, France. Telex, 210723F; tel., 706-10-30.

3823049,-61,-75,-81 — FRANCE — Potentiometric setpoint electronic controller; indicating or recording controller; chromatographic anlyzers; mechanical load analyzers. Estab. 1976; employs 13, & 4 salesmen. Mfrs. & imports process control instruments. Bank ref., Banque de France de Montrouge, 92320 Chatillon. Reply to—Mr. De Ternay, Mgr., Automatisation Internationale, 30 Ave. De Verdun, 92320 Chatillon, France. Telex, 250827/152; phone, 656 06 09.

3823061 — SWITZERLAND — Pressure indicating & switching devices (pressure switches for hydraulic applications). Specialized mfr. & representative of hydraulics for industrial applications. Represents several prominent non-Swiss mfrs. of hydraulic components. Maintains application engineering dept. for process controls. Estab. 1955. Bank ref.-Swiss Bank Corp. & Swiss Credit Bank, Luzern. Reply to— H. Gagenbuch, Pres., Oelhydraulik Hagenbuch AG, 6030, Ebikon, Switzerland. Tel., 041/36-32-42; telex, 78558.

3823075,-76,-81,-87 — FRANCE — Chromatographic analyzers; infrared analyzers; gravity analyzers; density analyzers. Estab. 1971. Mfrs., imports & distributes process control instruments. Employs 200 & 8 salesmen. Bank ref.-Banque de L'Union Europeenne Paris. Would consider licensing arrangements. Reply to—Mr. Broust, Commercial Mgr., Instruments S.A., 15 Ave. Jean-Jaures, 94201 Ivry sur Seune, France. Telex, 204342; tel., 670-11-80.

3823080—GERMANY—Electronic control equip. for plastics extrusion plants. Estab. 1970; located near Kassel, this firm is mfr. of extrusion plastics products made to customers' specifications. Wants to expand by distributing above, by exchange of know-how, sale of patents, or other ways of cooperation with U.S. firms. Firm is medium-sized, has annual sales of over DM 10 million. Reply to — Karl-Hans Caprano, Mgr., Technoform Caprano & Brunnhofer KG, Ostring 4, D-3501 Fuldabrueck-Bergshausen, Germany. Tel., 0561-571057; telex, 099 819.

3825267—GERMANY—Crystal frequency measuring instruments. Terms of delivery & terms of payment negotiable. Estab. early 1977. One additional employee. Specializes in electronic measuring instruments & equip. Satisfactory sales. Bank Ref.—Bayrische Hypotheken und Wechselbank, Muenchen. Reply to — Alois Mayer, Nymphenburger Str. 164, D-8000 Muenchen 60, Germany. Tel., 089/132042.

Surgical, medical, dental instruments

3841085 — UNITED KINGDOM — Veterinary/agricultural specialty instruments & sundries. Distrib. of veterinary equip. & agricultural tools. Estab. 1810. Employs approx. 100 & claims annual sales of 4 million pounds. Already represents 6 U.S. firms. Bank ref.—Lloyds Bank Ltd., 15 Bridge St., Caversham, Reading, Berks. Reply to—J. H. Verrall, Mktng. Dir., Arnolds Veterinary Products Ltd., 14 Tessa Rd., Richfield Ave., Reading, Berks. RG1 8NF, United Kingdom. Tel., Reading 54064.

Photographic equipment, supplies

3861581—KOREA—Still-picture color film, 16mm. & 35mm. Seeks catalogs, promotional brochures, price quotations, & proposals for above. Estab. 1968 & is commission sales agent as well as stock distrib. for foreign suppliers of offset master paper, lithographic plates & film, stationery items, & chemicals. In 1977, 12 salesmen handled $80,000 worth of business. Reply to — Joseph J. Rhee, Mgr., Green Hill Corp., CPO Box 57, Seoul, Korea. Cable, CASPER RHEE SEOUL; tel., 28-0821/22.

Visiting Buyers & Officials

AUSTRALIA — D. Brew of New South Wales plans to visit U.S. for 3 weeks in September. Brew seeks to buy products or obtain licenses for **refuse equipment, pneumatic bulk tankers, light poles and associated equipment for roadways, wharves, large stadiums and security areas; gas cylinders, pressure vessels and pressurized tankers; aviation equipment** such as aerobridges and ground support equipment. Contact Damon Greer, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D. C. 20230. Tel.: 202-377-3265.

FRANCE—Pierre Schlusselblum of Strasbourg was scheduled to arrive in U.S. Aug. 1 for three-week business trip to New York, New Orleans, Miami, Los Angeles, San Francisco. He is interested in meeting with companies that manufacture **sportswear, sporting goods, and music records in the cities indicated.** Contact Damon Greer, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230. Tel.: 202-377-3265.

INDIA—Mukund Mehta of Bombay, currently in U.S., would like to contact **manufacturers of printing machinery, specifically sheet-fed offset presses, automatic newspaper stacking and counting machines, and complete line of text book production and printing equipment.** He would also like to negotiate **agency agreements with publishers of medical, scientific, technical and management books.** Contact Damon Greer, U.S. Department of Commerce, Foreign Buyer Program, Room 2322, Washington, D.C. 20230, 202-377-3265.

INDIA — Rear Admiral Kirpal Singh (Retd) from Bombay is interested in negotiating agency/distribution/servicing contracts with U.S. firms manufacturing **marine and underwater equipment for the offshore and shipping industry or operating ships and oil rigs in India.** He is also interested in negotiating agency/servicing contracts with U.S. firms wishing to seek access to the Indian market for **container servicing/handling/tracking systems.** Later, firm has plans to amnufacture **marine equipment** under license. The four partners possess special expertise in diving, electronic and electro-mechanical aspects of marine and offshore equipment. Contact Jane Puse, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington D.C. 20230, Tel.: 202-377-3265.

JAPAN—Munco Nakasu of Osaka plans to visit U.S. in mid-August to find manufacturers of **metal decorating coatings for coating tinplate in production of cans for food industry.** He is interested in white coating and finishing varnish for both inside and outside coatings. Contact Theresa Rettig, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230, 202-377-3265.

JAPAN—Yoshitaka Nakamura of Osaka is interested in purchasing U.S.-made **men's and women's jackets in cowhide, split-cowhide, lambskin, pigskin, deerskin, and sheepskin in both western and classic designs.** Contact Theresa E. Rettig, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230. Tel.: 202-377-3265.

LIBERIA—Cyrus Dennis from Monrovia wishes to meet with (a) **manufacturers/suppliers of extruded aluminum parts and accessories for aluminum-framed windows and store fronts;** (b) **manufacturers/suppliers of basic raw materials required for manufacture of powered household detergents using spray-drying method;** (c) **suppliers of equipment used in production of liquid household detergents** who are knowledgeable about processes and general manufacturing requirements; (d) **manufacturers/suppliers of equipment and basic raw materials for production of toilet and laundry soaps.** Rep. prefers firms located on East Coast; dates of travel depend upon response received from firms. Contact Jane Puse, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-3265.

NETHERLANDS — Edna Kavanagh and P. Brave plan to be in the U.S. late fall to contact U.S. manufacturers of **men's socks, acrylic/cotton sport socks, especially tennis socks, children's and ladies' knee highs, ladies' panty hose stockings, support hose and children's socks.** They are interested in private label only. The chain they represent is reported to have 10-15% of Dutch hosiery market. Contact Theresa E. Rettig, U.S. Deparment of Commerce, Room 2322, Washington, D.C. 20230. Tel.: 202-377-3265.

NEW ZEALAND—E. M. Gray, No. 1 R.D., Te Awamutu, has announced that he and his partner propose visiting the United States at end of August. They are traveling Michigan area and are particularly interested in contacts with manufacturers and/or suppliers of **machinery and equipment for blueberry picking, sorting and grading.** Gray and his associates are producers of blueberries in New Zealand and reportedly have exported some fruit to U.S. They are now considering mechanization of their operations. Contact Janis Belk, Commerce Dept., Major Export Project Div., Rm 2315, Washington, D.C. 20230. Tel.: 202-377-4523.

PAKISTAN—Chaudhry Mohammad Khurram Ghumman of Lahore, scheduled to arrive in U.S. in August, seeks U.S. suppliers of **complete machinery and equipment for one calendering five-bowls plant, one warping machine with 90-in. warp width, one medium-size sizing plant, and one automatic brick plant** with 6,250 bricks-per-hour capacity and using natural gas as fuel. Contact Damon Greer, Room 2322, Foreign Buyer Program, U.S. Department of Commerce, Washington, D.C. 20230. Tel.: 202-377-3265.

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PAKISTAN—Mohammad Afzal from Faisalabad wishes to purchase immediately **inedible tallow** worth $46,000. Annual requirements will be worth approximately $200,000. He was to arrive in New York around first week of August; willing to visit other places to discuss business proposal; staying in U.S. four weeks. His firm manufactures laundry soap, and imports tallow, caustic soda, and essential oils. Contact Jane Puse, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230. Tel.: 202-377-3265.

SWEDEN—I. Stuffe of Goteborg is seeking exclusive agencies for Scandinavia for **industrial marking machinery and devices and large rubber stamps.** He is particularly interested in contactless marking, such as electrostatic marking. He is also potentially interested in other equipment that could logically be marketed together with industrial marking products, such as weighing and labeling equipment. Contact Theresa E. Rettig, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230. Tel.: 202-377-3265.

SWITZERLAND—George Stam of Bern would like to locate manufacturers of **easy-to-install residential and commercial security systems as well as suppliers of prefabricated window frames, door frames, and wood panels.** Contact Damon Greer, Foreign Buyer Program, Room 2322, Washington, D.C. 20230. Tel.: 202-377-3265.

SWITZERLAND—Heinz Eichenberger of Zurich, buyer for prominent department store chain, will visit U.S. this fall to meet with manufacturers of **blue denim and corduroy jeans for men, women, and children.** Contact Damon Greer, Foreign Buyer Program, Room 2322, Washington, D.C. 20230. Tel.: 202-377-3265.

TRINIDAD—A. R. Gouveia from Port of Spain, wishes to purchase **lumber, builders hardware, textile piece goods, drapery material, sundry household plastic items.** He will visit New York Aug. 24—Sept. 4. For additional information, contact Jane Puse, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230. Tel.: 202-377-3265.

AUSTRALIA—D. Reading of Sydney will be in U.S. toward end of August to meet with U.S. manufacturers of **software for minicomputers** that perform a given business application and are designed for Interdata Quantel, Honeywell Level 6 and Data General minicomputers. He is also interested in possible up and coming firms supplying **software for large mainframe computers.** Contact Theresa Rettig, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230; 202-377-3265.

Future Construction Abroad

ECUADOR—Enrique Quinones, Morixaenz S.A.C., P.O. Box 625, Quito, recently cleared ground in Guayaquil to construct 5-star, 280-to-310-rm. hotel. Firm is a leading retailer, distributor and importer of construction machinery and equipment, farm machinery and equipment, motor vehicles, hand tools. Firm was established in 1961. CEM Management of Zurich, Switzerland, will manage hotel as well as design and recommend equipment. Presently, Mr. Quinones prefers U.S. equipment and desires to receive quotations as purchasing will be negotiated in either Florida or Quito. Local construction firm COPEC, Calle P. Ycaza, No. 220 Y Pedro Carbo, Guayaquil, attn. Ing. Carlos Kramer, is building the structure. Firm is seeking all types of **hotel equipment and supplies** such as for restaurant, bar, kitchen, elevators, convention area, pool, beds, bedding, furniture. Interested firms should immediately write to Mr. Quinones, address above. Quotations can either be in English or in Spanish. Mr. Quinones' firm is also planning another hotel in Quito, similar to the Guayaquil unit.

ECUADOR—Santiago Ruiz-Ayuso is interested in contacting architect to design 150-room **hotel** in Guayaquil. He will also be seeking all types of **hotel equipment and supplies,** such as restaurant, bar, kitchen, airconditioning, beds, furniture, bedding. Address: Hotel Rizzo, Casilla 7646, Guayaquil. Mr. Ruiz-Ayuso is to be in Miami during August, and can be reached c/o Mrs. Bertha Garcia, 1112 S.W. 84th Ave., Miami, Fla. 33144. Tel., 205-264-8446.

ECUADOR — Construction of 300-room, 1st-class **hotel** on riverfront of Guayaquil; will be owned by Municipality and Government of Ecuador. Group is seeking partner, and particularly, one having hotel experience to manage hotel. Firm expects to purchase land within two months. All types of hotel supplies and equipment will be purchased. Interested firms can write to: Ing. Marcelo Coronel, Comision De Valores, Sub-Gerencia De Promocion, Casilla 173, Quito. Telex: 2193.

ECUADOR—Fernando Lebed, P.O. Box 4184, Guayaquil, well known real estate developer and owner of Guayaquil Fairgrounds, is constructing first-class, 120-rm. hotel in downtown banking area, Guayaquil. He is seeking all types of **hotel equipment and supplies,** such as decorating, restaurant, kitchen, airconditioning, beds, furniture, bedding. Hotel will not have swimming pool. Mr. Lebed is also interested in discussing management contract with well-known hotel chains. Submit proposals in Spanish.

PAKISTAN—Federal Chemical & Ceramics Corp. Ltd., one of several holding operations in public sector in Pakistan, manages and develops industries in chemical and allied sectors. It currently controls 12 factories. Corporation has comprehensive development plan for period 1978-82 for **18 new projects** estimated to cost $80 million including foreign exchange component of $56 million. Five of the most important of these are: Malathion plant; viscose rayon plant; pharmaceutical plant; citric acid plant; and fiber glass manufacturing plant. Companies write directly to: Mahmood Ahmed, Chairman, Federal Chemical & Ceramics Corp., 15th Fl., N.S.C. Bldg., Maulvi Tamizuddin Khan Rd., Karachi.

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